

February

1912

Number

U.S. DEPT. OF AGRICULTURE

U.S. Department  
of Agriculture,  
Library.

LIBRARY  
BUREAU OF STATISTICS

FEB 26 1912

U.S. DEPT. OF AGRICULTURE

THE NATIONAL

# WOOL GROWER

PUBLISHED BY THE

NATIONAL

WOOL GROWERS ASSOCIATION



HON. WM. E. BORAH, U. S. Senator (Idaho)

# SMITH BROS. COMMISSION COMPANY

Union Stock Yards  
Chicago South Omaha

— WE OFFER YOU —

*The Services of Competent Salesmen*

*Experienced Yardmen*

*Satisfactory Sales*

*Prompt Remittances*

Consign Your Next Shipment to Us  
Let Our Efforts Prove Our Merits

**S** MITH BROS. SALE **S**  
ARE  
ATISFACTORY SALE

Write for Our *Weekly Market Review* and *Stockology*  
All Inquires Will be Gladly Answered

## **"The Most Satisfactory Equipment That Human Effort Has Ever Devised For Shearing Sheep"**

THAT'S WHAT ONE PROMINENT WOOL GROWER, WHO HAS THREE OF THESE OUTFITS, WROTE US RECENTLY



## **The Stewart LITTLE WONDER**

delivers the goods every time. It will shear from 200 to 400 sheep a day and do it day in and day out. It never shirks, never loafs on the job and when shearing is over you can use the engine to pump water, grind feed, run the cream separator, grinder, etc. It will do any work a two horse power engine can do.

For the man who has less than 10,000 sheep to shear it is an ideal outfit.

Write now for complete catalogue on this machine. Study up this proposition before shearing time—it will pay you big.

---

**CHICAGO FLEXIBLE SHAFT CO., 596 La Salle Ave., CHICAGO, ILL.**

**Brown & Adams**

**WOOL**

COMMISSION MERCHANTS

269-279 Summer St.  
BOSTON

Jacob F. Brown Edmund F. Leland  
Samuel G. Adams Albert S. Howe  
Harry P. Bradford

**Farnsworth, Thayer &  
Stevenson**

**WOOL**

COMMISSION  
MERCHANTS

116-122 Federal Street  
Boston Mass.

**Dupee & Meadows**

**WOOL**

COMMISSION  
MERCHANTS

262 Summer Street  
Boston, Mass.

**COATES BROTHERS**  
Wool Commission Merchants

127-129 MARKET STREET  
PHILADELPHIA, PENNA.

**WE** are the oldest and largest  
handlers of consigned wool  
in Philadelphia.

**WE** give personal attention to  
every shipment.

**WE** sell direct to the mill.

**WE** make liberal cash advances.

**TRY US**



Before selling or shipping your wool, why not drop us a line, stating what you have to offer, for we are always in the market?

## Coffin & Gillmore WOOL

142 South Front Street,  
Philadelphia, Pa.

OFFICES  
Salt Lake City, Utah.  
Belle Fourche, South Dakota.

Jeremiah  
Williams & Co.

## WOOL

COMMISSION MERCHANTS

481 Summer Street  
Boston, Mass.

Western Office:  
McIntyre Building, Salt Lake City, Utah

1400—Yearling Rams—1400  
500—Yearling Ewes—500  
Also Some Aged Ewes

## Charles A. Kimble

Breeder and Importer of Rambouillet  
and American Merino

## SHEEP

Correspondence Solicited. Orders  
Promptly Filled

PHONE SUBURBAN 5004  
HANFORD, CALIFORNIA

William E. Jones  
Frank W. Hallowell

William Ellery  
Gordon Donald

Hallowell, Jones & Donald

## WOOL

252 Summer St., Boston, Mass.

## SALT LAKE OFFICE

McIntyre Building, SALT LAKE CITY

W. M. MARSTON, { Agents.  
J. R. EDGHEILL, }

J. M. JOHNSON, Agent, Boise, Idaho.

—THE—  
**KNOLLIN SHEEP COMMISSION CO.**

Give Special Service to  
**SHEEP MEN**  
 Because They Handle  
**Sheep Only**

Chicago, South Omaha, South St. Joseph, Kansas City, Denver

**KNOLLIN & FINCH**

Soda Springs, Idaho

Breeders of Shropshire Sheep

Our Shropshire and Oxford  
 Rams all sold, season 1911

From the day our ewes were shaped for breeding until the day  
 of delivery of ram for the 1912 season it will be our aim to  
 produce the BEST rams we have ever produced

WRITE

KNOLLIN & FINCH, Soda Springs, Ida.

for information regarding their  
 "Soda Springs Ideal Shrop-  
 shire Flocks."

**KNOLLIN & MYRUP**

Howe, Idaho

Breeders of Rambouillets and Oxfords

Orders for 1912 will  
 be taken at any time

WRITE

KNOLLIN & MYRUP, Howe, Idaho

regarding their "Little Lost River  
 Mountain Flocks," Rambouillet  
 and Oxfords

OR ADDRESS

A. J. Knollin, Union Stock Yards, Chicago, Illinois

# The National Wool Grower

VOL. II.

FEBRUARY 1912

NUMBER 2

## WOOL SHRINKAGE AND ITS RELATION TO PROTECTIVE AND COMPENSATORY DUTIES

BY HON. F. J. HAGENBARTH, SPENCER, IDAHO

### Historical.

THE levying of a tax on imports of wool into the United States has been the bone of contention among fiscal economists almost since the foundation of our Government. On the one hand we find the free trader contending that all necessities of life should be imported free of taxation, and wool being classed as a necessity, should therefore bear no tax; on the other hand we find the protectionist element regarding wool as the "keystone to the arch of protection," and claiming that a duty on wool and the manufactures thereof was the most vital principle of their doctrine, for the reason that the effect of protection on same is felt in every section and state of the Union, and that in its manufacture an avenue was opened up for American capital and the employment of American labor, and further, that as a revenue producer, wool and woolens stand almost second to none.

Early in our history the principle of protection predominated and with varying fortunes has been the predominating fixture in our fiscal system since the time of Washington and Hamilton, however, the selfishness inherent in human nature early manifested itself and we find a contention arising between the producer or grower of wool and the manufacturer, each striving for an advantage. This continued until 1866 when immediately after the war the Government Revenue Commission called the two contending interests into a harmonious association; the result of this meeting was the Morrell Law, which since the time of its enactment, has been the frame work or foundation on which all wool legislation has been carried.

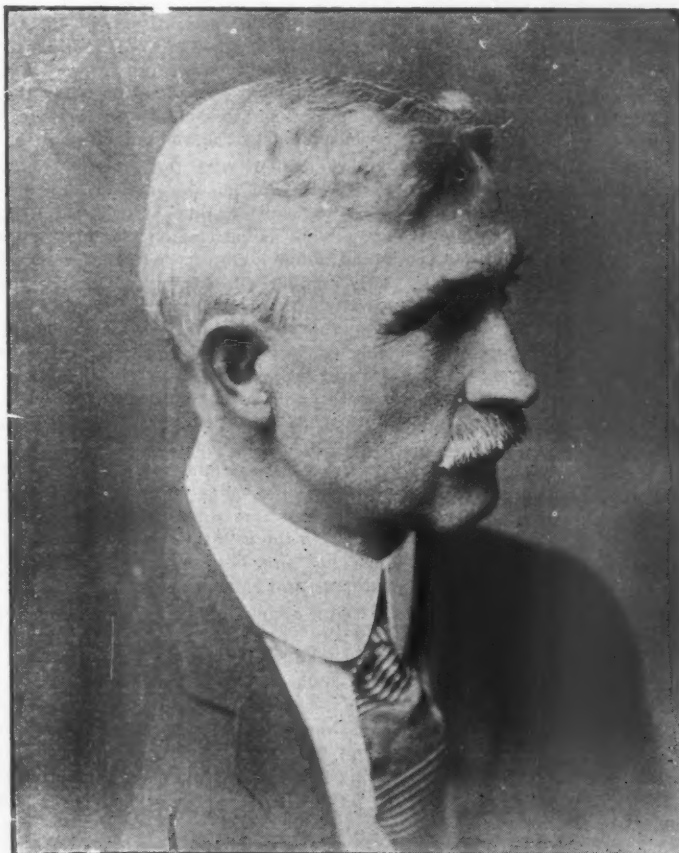
Whether by accident or through the subtle workings and devious ways of the human mind, there have crept into Schedule "K" various inequalities, some of which were dangerously near being "iniquities." For instance, we find the "Top Waste and Ring Waste" clause in 1890; the "Skirting" clause: The admis-

sion of Class II washed wools on the same basis as unwashed wools under the specious and false statement that these wools could not be produced in the United States; finally the carpet wools, which are admitted at a materially lower rate of duty than is imposed on clothing wools, notwithstanding the fact that the higher grades of these wools come into direct competition with the lower grades in Class I and Class II wools.

The net result of these various inconsistencies in the tariff has been a defeat in a large measure of the protective features that were designed for the wool grower in the laws of 1883, 1890, 1894, 1897 and 1909, and a corresponding increase in the benefits which have accrued to the manufacturing end. These benefits to the manufacturer were made possible by reason of the compensatory duty, which being levied on the clean or scoured content of grease wool, made it impossible for any evasion of the amount of theoretic protection they were supposed to have, whilst on the contrary the duty to the wool grower being levied on a grease basis, was systematically decreased by every hook and crook, which allowed the importation of grease wools at a shrinkage of less than 66 2-3 per cent; thus the importation of top waste and ring waste, at one time allowed, practically gave the manufacturer free scoured wool, of which every pound imported into this country entered into competition with, and decreased just so much the home market for home grown wool.

In addition to the above mentioned factors, all of which worked a hardship on the wool grower, we find an-

other element entering into the equation, which, though largely accidental, yet which throughout the past fifty years as well as the present time, has materially modified and decreased the duty theoretically designed in the tariff for the protection of the American wool grower. We now refer to the gradual improvement both by breeding and by hand selection and sorting of the foreign wools that are imported into the United States. This



HON. F. J. HAGENBARTH,  
Spencer, Idaho.



subject we will consider in detail later, under the subject of shrinkages.

#### Proposed Revisions.

Coming down to date we find a wide spread dissatisfaction with Schedule "K," accompanied by a clamor for its revision. In the school of revisionists we find the free trader, who proposes to revise the tariff by striking out the duty altogether; again we find the advocate of a duty for "revenue only," whose doctrine in fact means if enacted as proposed, neither full revenue for the Government nor full protection for the grower; now we meet the advocate of the ad valorem system whose "cure all" exposes the patient to the wiles of the dishonest practitioner. Arrayed against these we find the "standpatters," who say that the patient is all right and with a little quiet and rest will recover.

Latterly has grown up another school, which in the line of modern development and science, seems to have discovered an anti-toxin which will prevent any future inroads of the microbes of unfairness or inequality on a healthy tariff. We refer to those who are advocating the levying of a tariff on a scoured basis. Such a duty would meet with every requirement and would give the wool grower the amount of protection that is necessary and would furnish a permanent and enlarged revenue to the Government, and these benefits would come without adding to the cost to the consumer. Unless forced by competition, which at times is unlikely, the present inequality in the tariff decreases the revenue, robs the grower, and further goes into the coffers of the manufacturer or into his new plants or new machinery, and in no event does the consumer benefit except as stated before, through competition among the manufacturers, which, in the line of the present trend of commercial combinations would not seem to be permanent. All the wools of the world, like lead and silver ores, are bought and sold on their "assay value." How ridiculous it would seem to purchase a carload of lead ore without knowing the amount of clean lead that could be secured from the crude ore. It is equally inconsistent to think that grease wools could be bought or sold without a knowledge of the amount of clean wool that they would produce. It is not necessary to quote authorities sustaining the statement that our wool's are bought and sold on a scoured basis; it is self-evident.

The only serious shadow of argument that can be made at all against this proposition, is to state that it may prove impracticable. However, the writer has thoroughly canvassed the situation and finds that the only valid objection which can be urged, is that there would perhaps be more expense on the part of the Government attached to the collection of the amount of duties to be assessed on the importations of grease wools on a scoured basis than it now costs to determine the duty to be assessed on wools imported on a grease basis; however, this increased cost would be infinitesimal when compared with the increased revenue which would be forthcoming. The largest importer of foreign wools into the United States, a house which pays more revenues on wool to the United States Government than any other, has given it as its opinion that the collection of a duty levied on a scoured basis, is not only scientific and proper, but entirely practicable. This testimony is of the utmost value in every sense of the word and does not seem to be controvertible. In Document No. 1505, containing testimony given before the Ways and Means Committee during the Second Session of the Sixtieth Congress, pages 5180 to 5189, we find additional testimony bearing on the same subject. Without impugning the motives of those who urge a duty on grease wool, we can state unqualifiedly that the scoured plan is entirely practicable and the services of scores of wool experts are at the command of the Government who can determine by inspection and through their knowledge of foreign wools, an extremely close approximation of the actual shrinkage of all wools imported. In cases of doubt it will be necessary to put samples of wool in question through a scouring process; this is a simple and most elemental and inexpensive arrangement, and would be resorted to in but a small percentage of

cases. All wools imported into the United States are standardized, and the same wools from the same districts will only vary a unit or two in shrinkage from year to year, this is owing to the amount of rainfall and conditions of range where wool is grown. These conditions are easily determined at the beginning of the season and in a few weeks the shrinkages of wools from Australia, New Zealand or South America for the year can be agreed upon.

#### Shrinkages.

Even if it were a difficult and an expensive proposition to determine the scoured or clean content of wool, and even if the actual shrinkage should be missed 2 or 3, or even 5 per cent, would it not be much more preferable, than the present system that knowingly and openly assesses duties based on a discrepancy of 20 to 30 per cent. The tariff law as it now stands and has stood for half a century has based all grease wools upon a shrinkage of 66 2-3 per cent. As a matter of fact the highest shrinkage of Merino wools imported into the United States does not exceed 53 or 54 per cent, ranging from that down as low as 16 or 17 per cent, the general average ranging under 40 per cent.

The basis on which wools for clothing purposes has been founded is the Merino wool which possesses the perfect qualities for spinning that are necessary. In the olden times only the rich could afford to dress in wools, but sheep being prolific, as civilization advanced the wearing of wool became more general. The use of wool has spread until to-day the poor as well as the rich are blessed in its shelter. In fact the degree of civilization may be measured by the amount of wool that is consumed.

Coincident with the growth and development of the Merino breeds we find the so-called mutton breeds. These have reached their highest development in Great Britain and though not yielding a wool as satisfactory for clothing as the Merino, yet it was found about a century ago that the two classes could be successfully crossed, which resulted in the crossbred wools, which were usually of a great length of staple and were more desirable and adaptable to certain classes of wool manufacturing than were the Merinos. The successful crossing of the Merino and mutton breeds during the past fifty years has resulted in the tremendous growth and development of the worsted manufacturing industry. Since 1897 fortunes have been made in the manufacturing of worsteds and the machinery employed for this purpose has increased by leaps and bounds; in fact the profits have been so great that too many have rushed into it and it is a question at the present time whether or not there is too much worsted machinery in the country. There is no doubt but that competition is keen, not only between woolen men themselves, but between the worsteds and woolens.

Our supply of wool for the manufacturing of worsteds is drawn in about equal proportions from the wools of the United States and from foreign importations. Australia furnishes the great bulk of wools that are used for Merino purposes; a few Merinos come from Uruguay, South America. The Merino wools from New Zealand are seldom imported into the United States except for special purposes, the reason being that these wools shrink from 53 to 55 per cent, and are classed by the import trade as "TOO HEAVY FOR IMPORT INTO UNITED STATES."

In order to be more specific and concrete on this subject, we have at our command a statement from five prominent importers of wool into the United States, which we desire to submit at this point. These statements which cover shrinkages of the wools of Class I and II that are imported into the United States, were made by experts, one of whom was born and raised in Australia, another one has spent ten years in the wool trade in South America and being now connected with one of the largest importing houses in the United States; the third having been active, and is still active in the wool importing business for forty years; the fourth and fifth both engaged in the trade and connected with one of the largest wool houses in Boston, which annually imports between forty and fifty million pounds of grease wool.



For obvious trade reasons we have mentioned no names but have designated these parties in table A, by numbers running from one to five inclusive. It will be noted that the shrinkages placed on large groups of wool, of varying qualities and from different countries, are remarkably close and there are no wide variations in any one quality. This is altogether remarkable when the fact is remembered that one of the parties interrogated had an opportunity to compare notes. Further on we will submit a table of actual shrinkages made on imported wools, domestic fleece wools and territorial wools purchased on open market.

In table A immediately following, from data at hand and there given, it will be easy to calculate and check up the averages given for the large groups of wool. Though there is a quantity of cross bred wools shipped from Australia, especially Victoria and West Australia, we have taken no account of them, grouping Australia under Merinos 64s quality; in like manner we have taken no account of the Merinos imported from South America, and have classed all these latter wools as crossbreds. The average in each case is thus equalized.

(Exhibit H). **TABLE A.**  
Estimates of Shrinkages of Foreign Wools, Classes I and II,  
Imported Into the United States.

Point of Origin	Per cent Shrinkage					% AVERAGES	
AUSTRALIA—Quality	1	2	3	4	5	Foreign Quality	Foreign Group
Geelong						49	
Rivernia 64s....	50	49	48	48	49	51	
New S. Wales 64s....			51		53	53	
Sidney ....	52	50	49	50	53	51	51
Adelaide 64s....	53	50	53	52	53	52	
Queensland 64s....	52	50	49	52	53	51	
NEW ZEALAND—							
58s....			40		41	40	
56s....	42	40	37	38	39	39	
50s....					35	35	
46s....	32	32	30	31	31	31	32.43
44s....					29	29	
40s....			26	28	27	27	
36s....					26	26	
SOUTH AMERICA—							
Uruguay							
Montevideo 64s....	53	51	53	52	51	52	
(or M. V. 58s....			41		41	41	
Wools) 56s....	42	40	38	38	38	39	36.25
50s....					34	34	
40s....				31		31	
ARGENTINA—							
Buenos 50-56s....	44	42				43	
Aires (or 40-44s....			30	30	31	30	36
B A wools) 44-46s....	34	34	30	35	36	35	
ENGLAND—							
Pure lustre wether.....	20					18	
Pure lustre hoggs.....						19	
Demi lustre wether.....	19					18	
Demi lustre hoggs.....						22	
Half bred wools wethers.....	20					20	21.5
Half bred wools hoggs.....						21	
Shrop wethers.....						23	
Shrop hoggs.....	25					25	
South down wethers.....						23	
South down hoggs.....						25	

For the benefit of those not familiar with the technical divisions of wool, we will explain that quality of wool is different than grade. The grade of wools refers to whether they are Merino, Low of Down, or whether Crossbred in type. Grades of wool will range from XXX, which is the finest Merino wool; then XX and X Merinos, fine medium or one-half blood, three-eighths, high quarter blood, low quarter blood, low, lustre or down, and on down to the lowest grade of carpet wool, which is practically hair. Quality of wool refers to its spinning capacity, and is based on the old English unit known as a "hank," or 560 yards of yarn. When we designate wools as 64s quality, we mean that one pound of yarn made from such wool will spin into

sixty-four hanks, or sixty-four times 560 yards. The more Merino blood there is in the wool, the higher the quality, that is, the more yards it will spin to the pound.

In order to provide the proper premises from which we can arrive at the shrinkage of all wools that are imported into the United States, we have concluded it best not to take any single year, as importations may vary from year to year, but rather to take into consideration a period of, say five years. With this idea in view we herewith submit table B.

**TABLE B.**  
Imports Class I and II Wools Into United States for Five Years,  
(1906-1910).

Imported from	1906		1907	
	Class I	Class II	Class I	Class II
Great Britain..	24,942,186	12,178,580	24,558,505	7,306,317
Belgium .....	4,213,835		1,233,558	
Argentina .....	30,145,400		16,293,411	213,500
Canada .....		1,344,688		1,472,922
Australia .....	19,265,970		30,994,989	
New Zealand..	3,005,245		4,458,647	
Uruguay .....	3,829,868		4,933,508	
Totals .....	85,402,404	13,523,268	82,372,618	8,992,739
Other countries	1,407,903	1,680,986	609,498	1,678,639
	86,810,307	15,204,254	82,982,116	10,671,378
Table B—Continued:				
Imported from	1910		Totals	
	Class I	Class II	Class I	Class II
Great Britain..	35,647,097	26,907,556	154,987,522	74,149,896
Belgium .....	2,259,610		13,146,700	
Argentina .....	23,586,578	1,386,487	123,093,553	4,061,400
Canada .....		1,163,784		7,163,784
Australia .....	34,574,678		130,677,918	
New Zealand..	6,316,247		19,753,202	3,684
Uruguay .....	7,152,274		22,200,577	
Totals .....	109,536,484	29,457,827	Annually—Cntrs named	
Other countries	2,056,494	2,156,408	Annually—other cntrs	
	111,592,978	31,614,235	Annual Avg. Class I & II	

Out of total imports, Class I and II, amounting to 112,534,048 pounds of wool, which is the average yearly importation for the five years, (1906-1910) we have accounted for in table B and classified 109,030,669 pounds, or 97 per cent of the total average annual imports over that period, thus only leaving 3,503,379 pounds not classified in detail.

**TABLE C.**  
Imports Class III Wools Into United States for Five Years,  
(1906-1910).

FROM	1906	1907	1908	1909	1910
Europe .....					
50,323,901	50,029,820	36,889,852	47,377,441	57,037,277	
N. America....					
48,894	27,478	30,303	63,601	20,707	
S. America....					
6,083,307	3,477,614	1,008,190	6,946,830	3,858,183	
Asia .....					
43,170,440	56,624,351	28,920,742	47,487,507	59,798,430	
Africa .....					
48,565	34,788	594	673	6,422	
Total Class III..	99,674,107	110,194,051	66,849,681	101,876,052	120,721,019
Total Class I..	86,810,307	82,982,116	45,798,303	142,580,993	111,992,978
Total Class II..	15,204,254	10,671,378	13,332,540	21,952,259	31,614,235
Total all classes	201,688,668	203,847,545	125,980,524	266,409,204	264,328,232

Avg. annual importation all classes wool for 5 years. [212,450.831  
NOTE—Figures in table C are compiled from table No. 3 of the Annual Report of Commerce and Navigation.

The Government has not adopted a policy, or at least we could not find the figures available, by which could be determined the total amount of wools originating in the countries of production.

For instance, Great Britain produces practically no Class I wools, yet our annual average importations for five years for Class I wools from England, is approximately 31,000,000 pounds. These wools were derived from South America, Australia, etc., shipped to Great Britain and Belgium and from thence reshipped and imported into the United States. Therefore in order to determine the point of origin we have taken the figures made by the National Association of Wool Manufacturers, covering wools imported into Boston; New York and Philadelphia, for the fiscal year ending June 30, 1909. This report we insert as table D.

TABLE D.

Wool Imported Into Boston, New York, and Philadelphia for Fiscal Year Ending June 30, 1909.

Countries of Production	Countries Imported From	Class I
ARGENTINA.....	Argentina .....	41,439,577
	Belgium .....	3,419,531
	Canada .....	49,596
	England .....	5,683,381
	France .....	189,640
	Germany .....	512,568
	Uruguay .....	307,127
	<b>Total .....</b>	<b>51,601,420</b>
AUSTRALIA AND TASMANIA .....	Australia and Tasmania...	30,439,486
	Belgium .....	498,259
	England .....	28,825,983
	France .....	108,715
	Germany .....	16,805
	New Zealand.....	80,296
	<b>Total .....</b>	<b>59,969,544</b>
NEW ZEALAND.....	Belgium .....	306,064
	England .....	14,805,787
	New Zealand.....	4,335,381
	<b>Total .....</b>	<b>19,447,232</b>
URUGUAY.....	Belgium .....	498,634
	England .....	744,413
	Germany .....	16,225
	Uruguay .....	4,500,580
	<b>Total .....</b>	<b>5,759,852</b>
Total Class I Imported, as above.....		136,778,048
Total Class II Imported from Great Britain.....		13,144,925
Total Importations, as above .....		149,922,973

NOTE—Figures in this table are compiled from Annual Wool Review published by National Wool Manufacturers Association 1909, and covers 96 per cent of Class I wools imported into the United States in 1909.

From figures given in table D we have worked out table E, which accounts for 149,922,973 pounds of Class I and II wools imported in 1909, or 96 per cent of the total imports for that year. This table shows the proportioned amount of wool contributed to the total imports by each country named and we have further proportioned the amounts contributed by countries which exported Class I wools only.

TABLE E.

	Importations	Total Imports Cntrs named	Total Imports Class I
From Australia.....	59,969,544	40.00%	43.84%
From Argentina.....	51,601,420	34.42%	37.73%
From New Zealand.....	19,447,232	12.98%	14.22%
From Uruguay .....	5,759,852	3.84%	4.21%
From Great Britain.....	13,144,925	8.76%	
	<b>149,922,973</b>	<b>100.00%</b>	<b>100.00%</b>

Using these percentages of imports by Australia, Argentina, New Zealand, Uruguay, and Great Britain, we have constructed table F which distributes as near as may be done with information available at this time, to countries named, and the average yearly imports for five years ending June 30, 1910, together with grand average shrinkage of same.

TABLE F.  
Table Showing Amounts, and Average Shrinkage Wools Class I & II Imported for Five Years, 1906-1910.

Country of Production	Country Imported From	Amount Pounds	% Class I Total	% Class II Total	Qualities of Wool	Average Shrinkage %	Imports Based on Shrinkage Proportion
AUSTRALIA.....	Australia .....	26,135,584					
	England .....	14,740,272					
ARGENTINA.....	Argentina .....	40,876,866	43.84	37.49	Bulk 64's .....	51	19.02
	England and Belgium.....	24,618,710					
NEW ZEALAND.....	England and Belgium.....	12,685,914	37.73	34.21	Bulk 44-46's .....	36	12.32
	New Zealand.....	37,304,624					
URUGUAY.....	England and Belgium.....	3,950,640	4.21	18.01	Bulk 40-46's .....	32.43	02.59
	Uruguay .....	4,781,174					
CANADA.....	England and Belgium.....	8,731,814	14.22	6.38	Bulk 56's .....	36.25	1.95
	Canada .....	4,440,116					
GREAT BRITAIN.....	England .....	1,415,524					
	Great Britain.....	1,432,757					
Totals as above.....		148,29,979					
Totals of all other countries Class I & II.....		16,262,736					
Average annual importations Class I & II for 5 years, 1906-1910.....		92,767,938					
Deduct importations not enumerated by countries from which imported.....		3,503,379					
		109,030,669					
Grand average shrink of 97% of wools imported over period of five years.....							39.09%
							21.5
							3.21

By utilizing average shrinkages found in table A and by making new percentages of imports found in column five of table F, we are enabled by a simple process to arrive at the proportional shrinkage which the wools imported from each of the countries named, bears to the totals of all the wools imported.

The last column in this table foots up to 39.09 per cent, which is the AVERAGE SHRINKAGE OF ALL FOREIGN WOOLS CLASS I and II IMPORTED INTO THE UNITED STATES.

The result of these calculations makes an interesting com-

parison with the present basis of the shrinkage of wools on which Schedule K is constructed, and should forever silence any argument that wools should be assessed on any other than a scoured basis. In no other way can absolute equity be obtained.

TABLE G.  
List of Wools Bought on Open Market in Boston and Scoured, by F. J. Hagenbarth, May 22 to 29, 1911.

Foreign Wools			Competing Domestic Fleece Wools, Unwashed			Competing Domestic Territory Wools		
No.	Grade	Shrink	No.	Grade	Shrink	No.	Grade	Shrink
1	Fine Australian 64s	42.19	10	Ohio Fine	62.37	15	Oregon Fine Staple	66.96
2	New Zealand 58s	38.32	11	Ohio 1-2s	52.88	16	Idaho 1-2s	62.38
3	New Zealand 50-56s	37.54	12	Ohio 3-8s	45.58	17	Montana 3-8s	57.57
4	New Zealand 46s	33.90	13	Ohio 1-4s	44.23	18	Idaho 1-4s	52.40
5	New Zealand 40s	26.40	14	Ohio Common	39.07	19	Idaho Common	46.83
6	Montevideo 58s	36.81	11	Ohio 1-2s	52.88	20	Idaho 1-2s	62.38
7	Montevideo	30.33	12	Ohio 3-8s	45.58	17	Montana 3-8s	57.47
8	Buenos Ayres 46s	37	13	Ohio 1-4s	44.23	18	Idaho 1-4s	52.40
9	Buenos Ayres 40s	31	14	Ohio Common and Braid	39.07	19	Idaho Common and Braid	46.83
20	English Kent wethers washed	17.42	14	Ohio Common and Braid	39.07	19	Idaho Common and Braid	46.83

The Domestic fleece and territory wools that we selected were of the same quality as the foreign wools that were handled, and ranged in quality from 64s down to common and braid. These wools were purchased through Jeremiah Williams & Co., and scoured by E. Frank Lewis, both of Boston.

TABLE H.

Wool Product of Australia, Season 1908-1909.

After Statistics of Messrs. Dalgety & Co., and Helmuth, Schwartz & Co.

From chart compiled by Henri Wattinne, Roubaix, France.  
Total 2,287,000 Bales 109,346,000 Sheep

	New S. Wales	Queensland	Victoria	S. Australia	W. Australia	Tasmania	New Zealand
Bales of Merino; thousands	934	277	188	137	47	15	25
Percentage of Merino	96	96	65	90	80	45	5
Bales of Crossbred; thousands	39	12	101	15	12	19	466
Percent Crossbred	4	4	35	10	20	55	95
Total Bales; thousands	973	289	289	152	59	34	491
Percent of Lambs Wool	3	8	5	6	4	3	3
Percent sold in Australia	86	66	92	83	6	85	42
Percent sold in London	14	34	8	17	94	15	58

Total quantity of Merinos.....1,623,000 Bales, or 71%  
Total quantity of Crossbreds..... 664,000 Bales, or 29%  
Total .....2,287,000 Bales,

TABLE H—Continued.

Wool Production of South America, Season 1908-1909.

After Statistics of Messrs. Dalgety & Co., and Helmuth, Schwartz & Co.

From Chart Compiled by Henri Wattinne, Roubaix, France.  
Total 675,000 Bales 90,000 Sheep

	Buenos Aires	Bahia	Patagonia	Chubut	Punta Arenas	Falkland	Chili	Uruguay
Bales of Merino; thousands	91	51	..	2	..	..	5	86
Percentage of Merino	25	60	..	11	..	..	25	80
Bales of Crossbred; thousands	273	34	20	16	60	15	22	22
Percentage of Crossbreds	75	40	100	89	100	75	20	20
Total Bales; thousands	364	85	20	18	60	20	108	108
Percentage sold in America	95	96	98	96	5	52	94	94
Percentage sold in Europe	5	4	2	4	95	48	6	6
Total quantity of Merinos	235,000 Bales, or.....35%							
Total quantity of Crossbreds	440,000 Bales, or.....65%							

Total Bales.....675,000 Bales.

Practically no Merinos are imported from New Zealand, as the shrinkage is too great for export to the United States.

#### Is Protection Desirable?

There can be no question but that the growing of wool is of vast importance to the United States, and diversification of products is always desirable. We have on our farms, especially in the broken hilly or brushy sections of the country, large aggregate areas, which are valuable for sheep raising. In the Rocky Mountain regions and the Northwest and Southwest, we have large sections of desert lands, which offer ideal Winter quarters for sheep, and likewise we have tremendous areas of mountain tops and timbered valleys, that lie between, which offer ideal Summer pasturage for sheep. The aggregate of desert and mountain lands in the West comprises the largest percentage of the total area of that region, and unless used for sheep it will be almost a total loss to the community.

Then again, who can estimate the value of the fertilization to our lands that is brought about each decade by the "golden hoof?" The presence of sheep will bring worn out lands back to their natural productivity more rapidly and more cheaply than any other known natural process. Then again the effect of sheep on the meat supply is a decided feature. Take away the 17,000,000 sheep annually used for mutton and depend on the cattle and hog supply and it would inevitably result in higher prices for meats. It cannot be denied but that the production of wool and mutton is a benefit to the country from any point of view; the question to be solved is, Is that benefit worth the cost?

#### Foreign Competition.

Twenty-five or fifty years from now when conditions have changed and civilization has advanced in Australia, South America, and other competitive wool growing countries, we may be able to produce wool and mutton in the United States on a parity with them. At the present time, it is impossible to do it. Climatic, topographic, economic and governmental advantages are all in favor of the foreign power. The one element of high labor cost per sheep alone in this country removes at the present time any prospect of successful competition. Therefore, in order to properly develop the wool growing and mutton producing industry, we argue that protection is necessary.

#### Carpet Wools.

The present tariff on wools of Class III, or carpet wools, has proved a source of much discord. The line dividing these wools into two classes, valued over or under 12 cents, with a duty of 7 cents or 4 cents respectively, as claimed by manufacturers of carpets, has made the duty indefinite, variable, and works a hardship at times of 3c per pound additional duty on the lower valued wools. It is claimed by that class of clothing manufac-



turers, who make coarse clothing such as cheviots, etc., that large quantities of higher valued carpet wools merge into lower grade Class II wools, and that such wools are used for clothing purposes. This results in serious competition for the manufacturer who uses such wools as Shropshire, South Down, or wools of a similar character. For instance, it is claimed that Vickaneer, Joria, and like wools are bought at a cost around 32 cents per scoured pound, duty paid, as against competing Class II wools, which cost about 52 cents per scoured pound. Many of these higher grade carpet wools shrink as low as 15 per cent, and a large bulk of them will average not to exceed 17 per cent, which is 4½ per cent lighter than the average shrinkage of English washed Class II wools, 24 per cent lighter than our own fleece washed wools, and 30 per cent lighter than our territory wools. The net result of these contentions being that the importation of these light shrinking, competing, carpet wools, has even a greater tendency to discourage the growing of down or mutton sheep, than English washed Class II wools.

As a remedy for the complaint made by the carpet manufacturers, they have proposed an imposition of an ad valorem duty, which they claim would be uniformly based on values. However, any competent judge of this subject, who has not ultra optimism as to the guilelessness of human nature, would never admit that an ad valorem duty was preferable where a specific duty can be substituted. Therefore, we again suggest and urge that the scoured duty is the equitable, harmonious, and scientific manner in which to tax Class III wools. This would meet every requirement of justice; it would insure the revenue intended for the Government, and work no sensible hardship on the carpet manufacturer, providing that he is given proportionate compen-

satory duties on his manufactured products. Say for illustration, that a duty of 24 or 20 cents per scoured pound was levied on Class I and II wools, then levy a duty on carpet wools of one-half the duty assessed on the former. Taking one-half the duties named, this would be 12 or 10 cents per scoured pound on carpet wools, and would make practically no change in the present relative positions of the duties as levied in the Payne law, for the average of the duties on the two classes of carpet wools, levied at the present time, is 5½ cents per grease pound, which is 46 per cent of the grease duty levied on Class II wools.

Whether we discuss the wool question from a distinctly revenue point of view, or whether we look at it as in line with a view to protecting and stimulating the growing of wool in the United States or whether we aim, in harmony with Mr. Underwood, Chairman of the Ways and Means Committee, to build a schedule that will have revenue as its basis with a view to an equitable distribution of incidental protection, I claim that a duty levied on the specific scoured pound basis is the ideal and scientific manner in which any one of the objects sought can be achieved. Its practicability removes the only valid objection. It is uniform and exact. It is scientific and honest. It is a revenue producer to the last cent. It is a harmonizer of conflicting interests. It brings the light of day into the dark places, and the man who is afraid of the light of day don't want it.

In order to clinch the statement which I have often made in this discussion, that the present protective tariff law does not protect, I herewith submit tables I and J, which disclose the actual market conditions that obtained from certain well known grades of wool for ten years past, by comparison between wools grown abroad and competing wools grown in the United States:

TABLE I.

Comparative Prices, Cents Per Pound, Merino Wools.											
Light-face figures signify Grease Price						Black-face figures signify Clean Price					
	1900	1901	1902	1903	1904	1905	1906	1907	1908	1909	10 yrs.
Ohio, Pennsylvania, West Virginia, and above, unwashed. Average Shrink 62 per cent. . . . .	18½	19½	21½	23½	24	27	26	27	23	28	23½
Territory: Montana, Oregon, Idaho, Utah, Wyoming, etc., fine staple. Average Shrink 69 per cent. . . . .	15½	14½	17	17	20¼	23½	22	22½	18½	24¼	19½
Port Phillip Merino, London grease price. Average Shrink 49 per cent. . . . .	18	20	26	24	26	27	27	26	25	27	24¼
	35	39	51	47	51	55	55	51	49	55	48½

Comparative Prices Cents Per Pound—Crossbred and Medium Wools.

	1900	1901	1902	1903	1904	1905	1906	1907	1908	1909	10 yrs.
Kentucky and Indiana, Missouri, Iowa and Illinois, unwashed. Average Shrink 48 per cent. . . . .	23½	20¼	22	24	29½	34½	32½	31½	24½	33½	27½
Territory: Montana, Oregon, Idaho, Utah, Wyoming, etc., Medium Staple. Average Shrink 56% . . . . .	21	19½	22	22½	26¼	30¾	29	30¼	23	30¾	25½
New Zealand Crossbreds. Average Shrink 32 per cent. . . . .	17¼	17	17½	18	18¼	20	24	23	22	27½	20½
Cent . . . . .	25½	25	26	26½	27	29½	36	34	32½	41	30½

NOTE—Grease prices, Port Phillip grease, this table taken from quotations compiled by "Yorkshire Observer," Bradford, England; Grease prices for unwashed fleece wools and territory wools, from Annual Wool Review, 1910, published by National Association Wool Manufacturers. New Zealand crossbred grease prices from Textile Mercury, Manchester, England.

TABLE J.

Showing Actual Difference in Price for Ten Years, 1900 to 1909, Inclusive, of Similar Wools and What Difference Should Have Been Had 11 Cents Protective Duty Been Effective.

KIND OF WOOL	ACTUAL MARKET PRICES PAID			Now adding 33c which is the scoured duty of the Tariff Law, to the actual London Price of scoured wools of this class, and we have 48½c plus 33c equals 81½c per scoured pound for a new basis, fine wools.	AS IT SHOULD HAVE BEEN		DIFFERENCE
	A. S.	G. P.	S. P.		S. P.	G. P.	
Ohio, Penn., W. Va., and above unwashed Boston Prices. . . . .	62	%	23½c	62	81½c	31 c	7½c per lb.
Territory: Mont., Ore., Idaho, Utah, Wyoming, fine staple, Boston Prices. . . . .	69	%	19½c	63	81½c	26¼c	5½c per lb.
Port Phillip Merino London Grease Price. . . . .	49	%	24¼c	48½c	The American grower lost the amount in "Difference" Column.		



TABLE J.—(Continued).

KIND OF WOOL	ACTUAL MARKET PRICES PAID		AS IT SHOULD HAVE BEEN	DIFFERENCE
Ky. and Ind., Mo., Iowa and Ills., unwashed medium, Boston Prices.....	48 % 27½c 53	As before add 33c per pound to the London scoured price of New Zealand crossbred wools and we have 30½c plus 33c equals 63½c per pound for a new basis, medium wools	63½c	33 c 5½c per lb.
Territory: Mont., Ore., Ida., Ut., Wyo., fine staple, Boston Prices.....	56 % 25½c 58		63½c	28¼c 2¼c per lb.
New Zealand Crossbreds, London Grease Price.....	32½% 20¼c 30½		The American grower lost the amount in "Difference" Column.	

These exhibits, made from actual market conditions, and they can be extended indefinitely with like results, prove conclusively that the producer of wool in the United States is not receiving protection to the full amount of 11 cents per pound; but show that he is receiving about 50 per cent of that amount, or an average of about 5½ cents per grease pound. It is claimed by some able tariff exponents that it was never intended that the producer should receive the full amount of the duty, but that any benefit he was to receive was merely incidental. The facts disprove this statement. The Colwell Revenue Commission in its Report No. 13 made in May, 1866, clearly shows that the purpose of the duty was purely protective and that the revenue was incidental. In fact that Commission was created for the purpose of reducing the revenues which, the war being over, were greater than the country required. We find them recommending a decided increase of the wool rates for the specific purpose of increasing the protection to both wool growing and manufacturing.

#### Rate of Duty Required.

After considerable investigation the Tariff Board report will show that the actual cost of producing one pound of wool in the grease and scoured in the United States is, with interest charges added, as follows:

Grease Wool	Scoured Wool
Western U. S. . . . . 17.5 cents	Western U. S. . . . . 46 cents
In Ohio . . . . . 23.3 cents	In Ohio . . . . . 58 cents
Average	Average
United States . . . 14.8 cents	United States . . . 39.9 cents

These averages include the extremely low cost wools of the Southwestern United States and Nevada, where unusual advantages obtain. They are ultra conservative on the low cost side.

The cost of producing one grease and scoured pound of wool

in foreign countries and ascertained from the same source, with interest charges likewise added, is as follows:

Grease Wool	Scoured Wool
South America . . . 7.2 cents	South America . . . 13. cents
Australia . . . . . 4.1 cents	Australia . . . . . 9.1 cents
South Africa . . . . 2.2 cents	South Africa . . . . 5.5 cents

Now our principal competitor is Australia and the difference in the cost of production between that country and the average United States per scoured pound is 30.8 cents per scoured pound against the producer in the United States. Therefore in just so much as any duty less than 30.8 cents per scoured pound is levied, in just so much will a large proportion of American grown wools be deprived of adequate protection.

However in view of the public demand for a radical reduction of the present rate of duty on scoured wool, which is 33 cents per pound, there seems no probability of a rate of even 30.8 cents per scoured pound being written into the law. By the addition of more scientific methods, by the inauguration of strict economies all along the line and above all by the development of greater efficiency all along the line the American flockmaster can decrease his expense and increase his output, so as to be able to decrease in a measure the discrepancy in the cost of production between home and abroad. It is with this thought in view that the American flockmaster in his patriotism has proposed his willingness to subscribe to a rate of 24 cents per pound specific duty on scoured wool,—reduction of 27¼ per cent from the present Payne Law rate.

#### Effect of Duty of 24 Cents Per Scoured Pound.

In order to bring clearly into prominence the effect upon the consumer of such a proposed duty we herewith submit table K,—which shows the London price on principal grades of foreign wools exported to the United States. These prices are averaged for ten years in both the grease and scoured state.

TABLE K.

Prices of Wool, Cents Per Pound, on the London Market for Ten Years, 1901 to 1910.

CLASS OF WOOL	Light-face figures signify Scoured Price					Black-face figures signify Grease Price				
	1901	1902	1903	1904	1905	1906	1907	1908	1909	10 yrs.
Australian, Port Phillips good 64's; average shrink 49 per cent.....	39¼	51	49	51	53	53	51	49	53	50
	20	26	24	26	27	27	26	25	27	254
Buenos Aires, good 58-60's; average shrink, 41 Per Cent.....	19	24¼	23¾	25	26	28	25¼	25¼	28	251
	11¼	13¾	14	14¼	15½	16½	15	15	16¾	15
New Zealand Cross bred, super greasy 50-56's; average shrink 37 per cent.....	33¼	39¾	41¼	44½	49¼	52¼	49¼	44½	54	457
	21	25	26	28	31	33	31	28	34	288
Buenos Aires, good 46's; average shrink, 35 per cent.....	13¾	19¼	23¼	30¾	31¾	34	26	23¼	27¾	259
	09	12½	15	10	20½	22	17	15	18	166
New Zealand average 40's; average shrink 27 per cent.....	12¼	17	20½	30	30	33	26	20½	27¼	244
	09	12¾	15	22	22	24	19	15	20	178
Kent Wethers, washed, braid. Average shrink 18 per cent.....	12	13	20¾	31	33	33	26¼	23¾	29¼	255
	14¼	16	17	25¼	27	27	21¼	19¼	24	209

NOTE—Grease prices given by S. B. Hollings of the Wool Record, Bradford, England. Clean prices calculated as based on shrinkage.

In the analysis of the effect of this duty its dual nature must be ever borne in mind. That is we must remember that there will still remain a difference in the duty levied on foreign wools and the net protection per grease pound or per head of sheep, to the American flockmaster. The grand average shrinkage of American grown wools as given by the 1911 wool report of the National Association of Wool Manufacturers, the best authority on the subject, is 60.4 per cent. The clean yield of these wools would therefore be 39.6x24 or 9½ cents per grease pound, which it will be noted, is the exact amount as given by the Tariff Board as the difference of cost per grease pound standing against the American grown and the foreigner, but this figure does not include any charge for interest cost.

#### Compensatory Duties.

We now approach one of the most mixed questions under review; that is the adjustment of the duty which shall be allowed the manufacturer to offset the additional cost to him of his raw material by reason of a duty on wool.

In order to more thoroughly ground ourselves in the need of a compensatory duty for the protection of the manufacturer, though it should be apparent to everyone, we herewith submit table L, which gives a synopsis or diagram of the process of manufacturing from the grease wool into the finished cloth, and will show at a glance wastes resulting from this operation, and the net result in pounds of cloth, to be derived from the wool.

TABLE L.

#### Process of Manufacturing Given by Cleveland Worsted Mills of Cleveland, Ohio.

Grease wool is graded, sorted and scoured; scoured wool is carded and combed into tops; tops are gilled, drawn, reduced and spun into yarn; yarn is woven, dyed, sheared and finished into cloth:

#### Wastes.

<b>CARDING—</b>	
Through three machines, which make 3 to 5%	<b>CARD WASTE</b>
<b>COMBING—</b>	
Rolling Punch	
10 to 18% averaging 14%	<b>NOILS WASTE</b>
First Gilling	
Combing	
Finishing Gilling	
2 to 3% combing waste, to which there is no loss; used over again at fractional cost.	
<b>DRAWING—</b>	
First Gilling	
4% Drawing Waste	
Second Gilling	
Four Drawing Operations	
3% Spinning Waste	
One and two Reducing Operations	
One Roving	
<b>SPINNING—</b>	
2% Fly and Sweep Wastes	
<b>TWISTING—</b>	
Two Threads for Warp—no Waste	
<b>WEAVING—</b>	
3 to 4% Thread and Garnet Waste	
2 to 3% Evaporation and Fly Waste	
<b>FINISHING AND DYEING—</b>	
Makes END WASTE AND FLOCK WASTE	
After deducting gain in dye and oil's, etc.,	
<b>NET WASTE AVERAGES 6-10%</b>	
<b>Recapitulation.</b>	
Average waste scoured wool to Top.....18 %	
Average waste Top to Yarn.....9 %	
Average waste Yarn to Finished Cloth.....6 6-10%	
Total Amount Waste.....33 6-10%	

TABLE M.

#### Pro Forma Illustration.

Duty on 100 pounds scoured wool at 24 cents per pd. \$24.00

#### TOP—

100 lbs. wool makes 4% Card Waste or.....4 lbs.  
96 lbs. wool makes 14% Noils Waste or.....13.44 lbs.

100 lbs. wool makes 18% Total Waste or.....17.44 lbs.

THEREFORE: 100 lbs. scoured wool less 17.44 lbs. waste makes:

82.56 lbs. Top.

82.56 lbs. Top at 29 cents per lb. COMPENSATORY

DUTY .....\$23.95

#### YARN—

82.56 lbs. Top makes 4% drawing Waste or...3.3 lbs.

79.26 lbs. Roving makes 5% Spinning and Fly

Waste, or.....3.96 lbs.

82.56 lbs. Top makes 9% Total Waste or.....7.26 lbs.

THEREFORE: 82.56 lbs. Top less 7.26 lbs. Waste makes:

75.30 lbs. Yarn.

75.30 lbs. Yarn at 32 cents per lb. COMPENSATORY

DUTY .....\$24.09

#### CLOTH—

75.30 lbs. Yarn makes 3 1- 2% Thread Waste of...2.63 lbs.

72.67 lbs. Yarn makes 2 1- 2% Fly and Sweep

Waste or.....1.82 lbs.

70.85 lbs. Yarn makes 6-10% finishing waste or...4.3 lbs.

75.30 lbs. Yarn makes 6 6-10% total waste or.....4.88 lbs

THEREFORE: 75.30 lbs. Yarn less 4.88 lbs. Waste makes:

70.42 lbs. Cloth.

70.42 lbs. Cloth, 34 cents per lb. COMPENSATORY

DUTY .....\$23.93

Though in this arrangement there is an advantage in addition to the compensatory that accrues by reason of the compound duty that will fall on wastes, when they in turn bear a duty, yet in view of the fact that certain oils, dyes and other articles used in the process of manufacture bear a tax which the manufacturer must pay, this arrangement is not far from equitable on the whole.

This table, however, is not presented with a view of disposing of all the intricacies of Schedule K. We realize that on certain classes of fabrics manufactured from the higher and finer grades of wool that a higher compensatory is necessary and on the other hand, we know that on the lower and cheaper grades of goods a very material reduction of these compensatory rates must be figured.

Mr. Theodore Justice and Hon. C. H. Grosvenor in statements made before the Ways and Means Committee of the Second Session of the Sixtieth Congress, claimed that the wool grower received the compensatory duty of 44 cents per pound that was levied on manufactured cloth imported into the United States. At the risk of having an over abundance of temerity, we make the statement here, that this position is not founded on fact. Do these gentlemen mean to state that the grower, who receives an average of 18 cents protection per scoured pound of wool, can be held accountable for 44 cents per pound of finished cloth, which contained twenty-four ounces scoured wool; as a matter of fact if the compensatory is based on actual duty received by the grower, which is 18 cents per pound, then the manufacturer would be entitled to a compensatory duty on one pound of cloth, after giving him the benefit of all wastes, averaging 33 6-10 per cent, amounting to 27 cents. Now the question is, who gets the other 17 cents? The wool grower, Messrs. Justice and Grosvenor to the contrary notwithstanding, does not get it. Let us take the most charitable view and say that the consumer gets it back from the manufacturers via the route of competition, and we believe the last statement to have been true the last few years.

Various manufacturers have submitted sets of figures covering the waste made in manufacture of cloth, which may be misleading if not analyzed. For instance, the waste and shrinkage loss, if based on the higher quality of Merino wools, will show that it requires five (5) or more pounds of grease wool to make one pound of cloth. On the other hand, the manufacturer who uses the lower grades of wools, say 40's or under, will produce a

statement which does not show a requirement of more than 2½ to 3 pounds of grease wool to one pound of cloth. Therefore, no flat rate compensatory duty can be named that will fit all cases or classes of cloth or goods.

We believe that the plan proposed by Mr. Julius Forstman is the most scientific and equitable solution of the problem. His plan in brief comprises a range of compensatory duties based on a scoured wool specific duty of 20 cents per pound, ranging from 8 cents per pound on fabrics valued at 20 cents per yard, then stepping up to 32 cents per pound on goods valued at \$1.50 and over per yard. This plan proposes tremendous decreases in the general average of the present compensatory rate in the Payne and Dingley Laws.

In addition, Mr. Forstman would include ad valorem protective duties of say 40 per cent on goods valued at 20 cents to 70 cents per yard, with a gradual increase on the finer and more expensive fabrics up to 70 per cent for goods valued at \$1.50 and more per yard. The combined compensatory and ad valorem rates thus applied will show a decrease of fully 40 per cent from the present tariff rates; and he distributes the duties so that on the cheaper grades of cloth, used by the poor, the burden is very light, gradually increasing with the quality and price up to the maximum which falls on the finest fabrics used by the rich. In no case, however, would the proposed duties be prohibitive, and would, therefore, be revenue producers.

It has been proposed that the Payne Law be amended by levying a duty on the grease pound, reducing the present shrinkage level of 66 2-3 per cent down to 50 or 55 per cent, at 11

cents per pound. Then, by a graduated range of grease pound duties of 9½, 8½ and 7½ cents per pound, gradually decreasing as the shrinkage increases. Uniformity of rates on grease wool based on its shrinkage, the ease of administration and collection of duties are urged as the principal merits of this plan. The chief objections must come from the wool growers, based on the fact:

First, that the bulk of wools imported shrink less than 50 or 55 per cent, the average being around 40 per cent. Such a duty would inevitably result in a very low rate of protection to the cross-bred wools. If these duties were so arranged as to allow 20 cents per scoured pound protection on wools shrinking from 55 to 70 per cent, then on wools shrinking from 55 to 30 per cent we would have a protection ranging from 20 cents down to 12 cents or 15 cents per scoured pound, which would be ruinous to the producers.

Second, we must remember that in Australia and South America, as well as in Montana and Oregon, the tendency is toward cross-breds, and within five, or at the outside, ten years, Merino wools will rank with silk and will be a luxury. Fashion and fabrics must change in conformity and our greatest consumption will be of cross-bred wools. Therefore, any plan which ignores this fact is fraught with danger to the wool grower.

Outside of the difficulty of administration, and this is not insuperable, there seems to be no escape from the specific scoured pound duty, as the one scientific equitable plan that can insure protection to the grower and permanency to his industry.

## *The Corriedale Sheep* By George D. Greenwood, New Zealand

The Secretary of the Wool Growers Association, United States of America, having asked me to write an article giving the history and principal features of the Corriedale sheep, I have much pleasure in complying with his request. I feel myself especially well qualified to give all particulars concerning them, as I have spent a life time in evolving and perfecting this breed.

To commence with the early history of the Corriedale breed, prior to the year 1880, nearly all the sheep in this Dominion of New Zealand and in Australia were Merinos, grazing on the natural pastures. Some years previous to the above date, the older ewes of the Merino strain had been mated with English Leicesters, Lincolns, Romneys, and other long-wooled sires, and the progeny were called half-breeds. These were found to be very useful sheep, inasmuch as they combined the best points of both the breeds from which they sprang, and also took kindly to the country. Seeing the utility of these sheep in the particular class of country where they were, the idea occurred to me to try and establish a distinct breed which would combine in themselves the excellent qualities of both breeds.

Therefore commenced my experiments. First of all I selected 800 of my best half-bred ewes, culled them down to 100, and mated them with a ram of the same breed as themselves. Their progeny—still half-breeds—that showed the characteristics of

the best of their parents were retained, and again mated with sires of their own breed. As years rolled on other men breeding on the same lines began to realize the usefulness of the "in-bred half-bred," or Corriedale breed, and one was enabled to obtain a change of blood outside one's own sheep, from sheep bred in the same way. In every case only "in-bred half-bred" rams were used. For many years these sheep required very heavy culling, as some lambs took after the original Longwool sire and some after the original Merino dam, but as time went on less and less culling was necessary, and we succeeded in achieving our end, which was the production of a distinct type of sheep, and one which is guaranteed to breed true to type, the utmost success having thus crowned our efforts.

The settlers in this country have gradually become satisfied that Corriedales combine the most useful characteristics of the general purpose sheep. To-day, in Canterbury, N. Z., there are more Corriedale sheep than those of all other breeds put together, and they are often the largest class at the metropolitan shows.

To mention some of their particular qualities, they produce a fleece of bright lustrous wool of 50's, 56's, quality free, with splendid spinning and felting capacity varying in weight from thirty pounds for best rams down to eight or nine pounds for wet ewes. These sheep are most hardy in adapting themselves to any condition of life, and thrive excellently, not only in the

place where they were first experimented with, but in climates utterly different, both as regards heat and cold likewise. They are exceedingly prolific, 120 per cent of lambs being not uncommon. The lambs are often frozen at three to four months old, and then weigh from thirty to forty pounds. The mutton produced is of the very prime quality in the world; in fact, the high place taken in all markets by "Prime Canterbury" owes its existence to the large number of Corriedales bred in the Province, since for quality none equals the mutton of this breed. The Corriedales come early to maturity, and if kept till 2½ or 3 years old will weigh ninety to 100 pounds dressed weight; but as two and four-tooths the wethers are prime at fifty-eight to sixty pounds dressed. One of their best characteristics is their adaptability to different climates, as before-mentioned. On the high mountains 6,000 and 7,000 feet above sea-level they thrive as well as they do in the arid tropics of Queensland. I have sent rams to every State in Australasia, South Africa and South America, from Buenos Aires to Tierra del Fuego, and am constantly hearing the most satisfactory reports of their hardihood and value. A few months ago I sent 100 rams to the center of Queensland. In the hold of the same ship there were 200 Romney rams, and the crowded and unsanitary conditions of the vessel killed over 100 of the 200 Romneys;

(Continued on page 43).



## The Relation of Stock Raising to Soil Conservation

Address by G. E. Condra Before National Wool Growers Convention, Omaha

Mr. President, Ladies and Gentlemen:

I APPRECIATE the privilege of listening to the various papers on your program.

My subject, following the splendid papers we have heard, may appear somewhat dry, yet, it underlies all the discussions that have gone before. Let me talk to you about soil conservation along practical lines, with special reference to its relation to stock raising. I will introduce my subject by asking three or four questions.

First, why has the United States become the foremost industrial country of the world? Politicians picture the greatness of our country and its people, and usually they are thought to be patriotic by so doing, but we are expected to be patriotic in another way, that is, by standing strongly for the proper development of resources, using them as fully as possible for the greatest good. This is real conservation. All will agree that the forms of industrial development depend upon available resources. So, let me ask you question number two: Which of the natural resources has most importance as a factor in development? Is it coal, iron, forest, water or soil? The answer will vary by regions and with the interest you represent. We believe that our country's greatest natural resource is the soil. It is the very root and foundation of agricultural, grazing and forest industries. Consequently it has most importance, and we should be thoughtful enough to maintain its productive capacity if there is to be permanent development and prosperity. The wool growing industry is closely related to the land and its soil. For that matter, it makes little difference whether we raise forest, fruit, grain, cattle or sheep, the soil must be conserved, that is, developed efficiently. The third question: What is the real basis of land development? This can be answered in a general way, in a few words. The character of the land determines its use very largely. Its nature is slowly learned by experience, but more quickly and effectively by reliable surveys and classification in which due value is given to topography, drainage, rainfall, ground water and soil texture. Such a basis of classification is needed for all land, irrespective of Federal, State or private ownership. Furthermore, such a study and classification of public domain, preceding its settlement, would have been

of great value in directing the development of Western States. There would have been fewer mistakes and promotion schemes.

Following all of the costly experiences and many failures it is now very generally known that we need the benefits of soil surveys and land classification in the proper management of ranches and farms. Some land is better suited for one purpose than another, yet too little regard is paid to this fact. The demand, at this time, is for the best development possible re-

farmers attempt the impossible thing with non-agricultural land, believing, perhaps, that all unfavorable conditions will change within a few years. Such notions have no value and such experiments work positive injury to the individual and the public.

The natural resources must be taken as they are, according to the conditions that maintain, thus insuring substantial, permanent development without so many periodic disturbances. In other words, practical experience shows that the lands fall into natural division according to utilization, and one of these divisions is grazing land. Then, why not so recognize and emphasize such a division in the classification of public domain?

It is the right thing to do; it would help the grazing industries by enabling you to work out definite plans, extending over longer periods. The net result would be larger returns from the land with less deterioration. That would be real conservatism.

Much land of agricultural grade is badly managed, resulting in loss of fertility and a decreasing harvest. Some farmers, too few, however, maintain the productive capacity of their farms—even increase it. In the one case the soil is robbed; in the other it is given a square deal. I will not discuss the technical features of soil fertility. It will suffice to outline a few of the problems as they relate to stock raising.

Soil of almost any type is a complex thing. It grows plants which support your industry. The plants derive much of their food from the soil. This food and the food materials are grouped under several names and classes. Most soils are fairly rich in the necessary materials, except the nitrogen, humus and phosphorus. So, as a rule, the large problem is to keep up the weaker elements of fertility.

We will not distinguish between nitrogen and humus. They can be added to most agricultural soils by growing legumes in the form of such crops as clover and alfalfa. So, as a rule, this necessary fertility can be maintained. It requires a system of crop rotation suited to the soil, climate and demands of production. The forage crop grown in the rotation supplies much animal feed. The manure returned to the land builds it up in nitrogen, humus and to some extent in other elements, so there is a minimum of loss on a well man-



PROF. G. E. CONDRAS, Lincoln, Nebraska.

gardless of any special interest, or sectional policy. This will conserve the interests of the largest number. Would it not be worth while to spend relatively more time and money on soil surveys and land problems than in building warships and a lot of other things?

I am glad to know that the wool growers stand for this kind of thing, in its broadest sense, recognizing the value of investigations of fundamental importance. There is land in every State that should never have been plowed. Much of it is suited only for grazing; some for grazing and forest growth. Smaller areas yield minerals only. Notwithstanding these facts, thousands of misguided, so-called



aged farm in which the grain and forage products are fed thereon. This indicates the function of stock in conserving the fertility of farm lands.

It is difficult to maintain nitrogen in dry land farming where the water supply is scant. In fact the cultivation of such land results in a very noticeable decrease in nitrogen, whereas wild legumes in the native grasses maintain it to a larger degree. It is known that native grass land not too heavily grazed maintains its nitrogen fertility better than cultivated land on which the rotation does not include legumes. So the best development of much of the non-agricultural land, especially that which is dry, is through grazing, if managed so as to conserve the feed.

Continuous cropping to tobacco, cotton, wheat or corn, too generally practiced in certain parts of the United States, has weakened the soils in not only nitrogen but in phosphorus as well. Too often the grain is shipped from the farm and State, resulting in the maximum depletion. This can be overcome in large part by raising more stock on such farms and by utilizing the manures. To some extent the loss can be guarded against by selecting crops that consume less phosphorus. The inevitable result in most cases is the use of a phosphate fertilizer.

In closing, you will please permit me to

give a summary in the form of a statement of principles and policies.

1. Reliable surveys should be made of the soils to show their physical nature, classification and probable use.

2. The smooth, dry lands of the United States are best conserved by using them for grazing, especially so where sandy or gravelly or where the soil and subsoil are thin. Dry farming can be done where the soil is close textured and deep and there is enough moisture.

3. Most of the rough, dry land should be grazed. Much of the steep-slope land in the humid area should not be plowed. The same is true of flood land as well as of that in which the water table is near the surface (unless reclaimed).

4. The rough mountain lands are suited for grazing and forest growth, in some places better for one than the other.

5. Land should not be too heavily grazed. This can be guarded against where the range is controlled by lease or it is owned and fenced.

6. Farm lands should be managed under definite systems in which the rotation includes a legume crop conserving the nitrogen.

7. More animals should be raised on every farm to consume the roughage weeds, forage and grain. They return the maximum of fertility to the soil and take the least from the farm.

8. Manure from sheds, lots, barns, privy vaults and large stock yards of the cities, should be spread upon the land. It restores nitrogen, humus, phosphorus and to some extent the other elements.

9. Steps should be taken to recover the fertility lost through sewers of cities. The time is coming, ladies and gentlemen, when every bit of garbage, every dead animal and every piece of bone will be recovered and returned to the soil. Then we will be giving the land a square deal.

10. Finally, let us recognize the fact that farm animals are the most efficient gleaners of land products. Sheep go even to the desert and gather in that which otherwise would be wasted, and return thereto more than 95 per cent of the original soil fertility. Animals do practically all of the work of concentrating the fruits of non-agricultural lands. The balance is nearly perfect between the soil, pasture, and the flock or herd. It gives permanent growing under careful management. The relation between grazing and the forest is beneficial rather than antagonistic when properly understood and so managed. Farm animals are necessary on practically all farms.

Finally, we should recognize the fact that the relation of farm animals to soil conservation is very plain both from the standpoint of utilization and the maintenance of fertility.

## An Analysis of the Report of the Tariff Board

The report of the Tariff Board shows that their investigation covering the cost of wool production in the United States includes 173 counties in nineteen different States. The investigations for the Board were made by special agents who visited and obtained cost data from some 1,200 wool growers. It would seem from this that enough flocks were covered in a sufficient number of widely separated districts to give fairly accurate results as to the cost of wool production in the entire United States.

Special agents of the Board were sent to South America, Australia, England, and the continent of Europe, and made similar investigations as to the cost of wool production in those countries.

As the American wool grower has always insisted that the labor charge incident to wool production in this country was in itself sufficiently greater than in other countries, to entitle him to a reasonable tariff, the findings of the Board upon the subject of labor will prove interesting.

The Board reports that wages paid for sheep labor in the United States averages from \$33 to \$49 per month in the South-western States, up to \$66 per month in the Northwestern States. Striking a mean between these two averages, we assume that

the average price paid to sheep labor in the Western part of our country is \$53.50 per month. This includes board, of course, which must be included as an item of labor cost.

In Australia the Board finds the average cost of labor, including board, to be approximately \$45 per month, which labor from causes surrounding the industry, is more efficient than that employed in our own country. But, in addition to this high priced labor, the report shows that the Australian has access to native labor, at a decidedly less cost.

In South America the labor costs are materially lower than in the United States and Australia. In portions of South America as high as \$30 per month is paid to Scotch labor; ranging down to \$8 per month for native labor. For instance, the Board reports that in Uruguay the highest class of wages was \$19 per month, and the lowest \$8 per month. An average of these labor costs in South America would be approximately \$26.77 per month, including board.

In England the average wage is determined at \$19.73 per month.

The most startling labor competition comes from Africa. In the Transvaal an average monthly wage, including board, of

\$10 per month is paid; in Natal, \$4.87 per month; in Cape Colony, from \$2.43 to \$7.30; Orange Free State, from \$2.50 to \$5.00 per month. In Rhodesia, herders receive as low as \$1.21 per month and board. In order that these figures may be more comprehensible, the Board submits a table showing the labor cost per sheep in competing countries. A study of this table is essential for in Australia where the wages are comparatively high, one man handles about ten times as many sheep as he does in the United States, and this makes the labor cost per sheep cheaper in Australia than any country in the world.

TABLE A.

### Average Labor Cost Per Sheep.

United States.....	\$ .82
South America.....	.23
Australia.....	.07

This labor cost per sheep does not include the cost of shearing, and the Board finds that the labor cost of shearing is as follows:

TABLE B.

### Labor Cost Shearing per Sheep.

United States.....	\$ .09 1/2
Australia.....	.07
South America.....	.06
Africa.....	.02

In order that the relative importance of

this item of labor in the expense of sheep husbandry may be fully appreciated, we submit a table showing the total labor cost, including shearing, of handling 52,000,000 sheep, or the full number in the United States.

TABLE C.

**Total Labor Cost, Including Shearing, of Handling 52,000,000 Sheep.**

United States.....	\$47,580,000
South America.....	15,080,000
Australia .....	7,280,000

Australia must be recognized as our chief competitor in wool production, and on the basis of labor cost alone, she possesses advantage over our domestic wool growers in handling the same number of sheep of \$40,300,000.

Assuming that the labor charge per month is as given in the United States, this shows that our wool growers are employing throughout the entire year 74,128 employees.

In presenting the labor cost, board has been included, and a comparison of the standard of living in the various countries is obtainable from this. The Board finds that the cost of boarding sheep labor in the Western United States averages from \$12.23 per month in the Southwest to \$19 per month in Wyoming and Utah. We, therefore, accept \$15.25 as the average cost to board one laborer. In Australia the average cost of board is approximately the same as in the United States, the standard evidently being as high. But in South America, the cost of board is one-half what it costs in our own country, and in the greater majority of instances, is decidedly less than half. The Board shows that in Africa the total wages, including the board of the laborer, is as low as \$1.21 per month.

The findings of the Board as to the cost of forage for maintaining our sheep will prove very instructive to those believing that the sheep of this country are maintained upon Government grass, free of cost. The Board finds that the forage consumed by each sheep in our Western States, costs the owner annually an average of 45 cents per head; in South America, 35 cents per head; in Africa, 35 cents per head; but in Australia, the total forage cost per sheep is but 8 cents per head. It may be surprising to learn that the forage cost per sheep in Australia is so low, but this is due to the paternal land leasing system practiced by the Australian Government in order to foster and protect the sheep industry. The rate and system of land leases obtaining in that country is fully explained by the report of the Tariff Board, and indicates that that Government is doing more to protect its sheep industry by cheap land rental than our Government has ever done by reason of its tariff.

In arriving at the cost of forage, the actual market value of the feed consumed has not been considered, unless such feed was actually purchased in the market.

Where feed was produced on the owner's farm or ranch, the sheep have been charged only with the actual cost of producing such feed. That is, if a wool grower raised 100 tons of alfalfa hay at a cost of \$300, and this hay was actually worth in the market \$700, the sheep have been credited only with having eaten \$300 worth of hay. We can not see that this process of arriving at cost is justified, for it will only seem fair to credit the flock with the feed they consume at the actual market value, whether produced on the farm, or purchased outside. The failure of the Board to include the market value of the feed, places us at a disadvantage with our foreign competitors, especially in Australia, where the Government furnishes all feed for a modest grazing fee, and little or no hay or grain is used.

We submit the following table to show the comparative forage charges to feed 52,000,000 sheep one year:

TABLE D.

**Cost to feed 52,000,000 Sheep One Year.**

United States.....	\$23,400,000
South America.....	18,200,000
Australia .....	4,160,000

The above table indicates that our people are paying out in feed alone \$19,240,000 more than the flockmasters in Australia, to feed the same number of sheep. It is also well to recognize that the \$23,400,000 paid by our flockmasters for feed, goes largely to the farmers of the country for their corn and hay, and that any reduction in the numbers of our sheep means a restricted market for the products of the farm.

Upon the subject of taxation, the report of the Tariff Board is not entirely clear, but it shows that taxes range as follows:

TABLE E.

**Taxes per Sheep.**

United States, per head.....	\$ .05
South America, per head.....	.04
Australia, per head.....	.025

Before accepting these figures as the taxes per sheep, it will be well to bear in mind that the average tax paid per head, in the Northwestern group of States, is nearer 10 cents, than 5 cents, as given by the Board. Then on the basis of our total number of sheep, we find that the following relative amount of taxes is being paid in the different countries:

TABLE F.

**Taxes on 52,000,000 Sheep.**

United States.....	\$2,600,000
South America.....	2,080,000
Australia .....	1,300,000

A feature of the report of the Tariff Board, that is important from a legislative standpoint, is the relative charges for transporting wool to Boston, New York, and Philadelphia, the central markets to which all American wool goes and the markets to which imported wools are brought. The Board finds that the average charge for transporting one pound of

grease wool from the Western railroad station to the Eastern market is 2 cents. This, however, does not include the cost of transporting the wool from the shearing pen to the railroad station, and on this point, the report of the Board does not entirely represent the general practice of our wool growers. The Board states that the bulk of our sheep are driven to the railroad station and there sheared, thus avoiding a charge for transfer of wool to the railroad. This, however, we believe does not represent the fact in most instances; for in every Western wool growing State, immense quantities of wool are hauled great distances from the shearing pen to the railroad at a charge of from 1-10 to 1½ cents per pound, and it is probable that the charge for such transportation in this country will offset the similar charge for transportation in foreign countries.

The Board states that in South America and in portions of Australia, wool is transported long distances by wagon. It is also true that in the States of Oregon, Idaho, Nevada, and in fact all of the Western States, millions of pounds of wool are freighted by teams as much as 150 miles to the nearest railroad point. So that it would seem our expenses for wagon transportation is fully equal to that of foreign producers who live remote from railroads.

In Australia the average cost of transporting grease wool from the grower to Boston is given as \$2.25 per hundred pounds. But 20 cents of this seems to represent the cost from the shearing pen to the railroad. In order, therefore, to arrive at an accurate comparative rate, this must be eliminated on account of the similar charge not included in transportation of domestic wools. This would give the actual rate from the railroad station of the producer in Australia to Boston of \$2.05 per hundred pounds.

As the Board states, the great bulk of Australian wools come to Boston via London, and \$7½ cents per hundred pounds seems to be an average rate from the Australian dock to London plus 67½ cents, the rate from the producer's railroad station to the dock in Australia, would make the rate \$1.55 from the Australian producer to London. The Board reports that in 1911, 3,500,000 pounds of wool were laid down in New York from London at 18½ cents per hundred pounds. Add this to the rate from the Australian producer to London, and we have a total cost of \$1.73¼ to land 100 pounds of wool in Boston from the producer's station in Australia.

From South America the Board reports that the rates on wool from Buenos Aires to Boston averages 20½ cents per hundred pounds. But the average rate from the interior to Buenos Aires has not been accurately determined. However, the Board states that from eighteen interior points to Buenos Aires the rate averages 50 cents



per hundred pounds. If we accept this as the average rate from the producer's railroad station to Buenos Aires, then the total rate for transportation of 100 pounds of grease wool to Boston is 70½ cents.

In determining any cost in connection with wool production, scoured wool must be taken as the basis in every instance. Our wools are bought and sold upon their estimated scoured yield; this controls the price. Therefore, in order that this transportation question may be intelligently presented, we must reduce the transportation of wool to the scoured basis. Wool is almost entirely transported in the grease state, due to the fact that it must be sorted and graded before being scoured, and to the further fact that the mills demand it in the grease condition. Therefore, shipments of scoured wool are rare. The average rate on grease wool from the Western States to Boston has been shown by the Board to be \$2 per hundred pounds. Now the average shrinkage of the wool from those States for 1911 has been given as 66.5 per cent, by the National Association of Manufacturers. Thus out of 100 pounds of grease wool, only 33.5 pounds of scoured wool would be obtained, which costs \$2 in freight, or 6 cents per scoured pound.

The rate on greasy Australian wool to Boston, via London, is \$1.73¼. The average shrinkage of wool imported from Australia and New Zealand into this country is approximately 42 per cent. Therefore, the freight on one pound of scoured wool would be 3 cents. The average shrinkage of the bulk of South American wool, which we import, is 33 per cent, and if the average freight on these wools in the grease is \$.705 per hundred pounds, then the freight per pound of scoured wool would be \$.0105.

We import large quantities of Class II wools from London, shrinking on an average 25 per cent. As the rate on grease wool from London to Boston is 18¼ cents per hundred pounds, then the freight on one pound of scoured wool amounts to \$.0025.

For comparison we give the following table:

TABLE G.

**Freight on One Pound Scoured Wool From the Growers' Railroad Station to Boston.**

Western United States.....	\$.06
Australia .....	.03
South America.....	.0105
London, Dock.....	.0025

The eleven Western States reviewed by the Board produced in 1911, 56,875,000 pounds of scoured wool, that cost in freight alone to market, 6 cents per pound. For comparison we show in the following table what it cost the growers of these States to market this wool, and what it would have cost the foreign growers in freight to market a similar quantity of scoured wool in Boston:

TABLE H.

**Freight Cost to Market 56,875,000 Pounds of Scoured Wool.**

Eleven Western States.....	\$3,412,500.00
Australia .....	1,706,250.00
South America.....	597,187.50
England .....	142,187.50

In determining the comparative investment in sheep between this and competing countries, the Board has made no allowance for investment in lands. Therefore, in the absence of this, the relative investment as determined by the Board is as follows:

TABLE I.

**Investment per Sheep Exclusive of Land.**

United States.....	\$5.30
Australia .....	6.00
South America.....	4.00
Africa .....	2.90

In determining the total cost of maintaining one sheep one year here and in foreign countries, the Board has made no allowance for interest on investment. Therefore, without including interest we produce the following comparative table.

TABLE J.

**Total Expense per Sheep Without Interest.**

Ohio .....	\$2.44
Western United States.....	2.11
South America.....	1.15
Australia .....	.93
Africa .....	.93

The wisdom of the Board in failing to include interest as part of the cost of production is open to discussion. Every commercial institution in the country recognizes interest as a legitimate element of cost, and in a case where we are determining the relative cost between different countries, it seems highly important that interest should be included. Had the investment per sheep and the rate of interest been the same in the countries under review, a failure to include interest as a charge would have produced no difference in cost, but in the cases under consideration, where the interest rate ranges from 5 per cent in Africa to 9 per cent in our Western States, and where the investment per sheep ranges from \$2.90 in Africa to \$5.30 in our own country, it is at once apparent that our growers labor under serious disadvantages by reason of the difference in interest.

However, the Board has been fair in this respect, and has placed us in a position to consider this item, by including in its report the average rate of interest obtaining in the various countries, and the investment per sheep in these countries. The Board finds the prevailing rate in the Western United States ranges from 8 to 10 per cent, and if 9 per cent be accepted as the average, it will be below rather than above the actual rate paid.

The interest rate in Ohio and Eastern States is not given, but our information indicates that 6 per cent is about the prevailing rate.

In Australia the rate ranges from 4 to 6 per cent, and we shall accept 5 per cent as the average.

In South America the rate is given as from 5 to 6 per cent, and we shall accept 5½ per cent as the average rate.

In Africa the rate quoted is 5½ per cent.

In order that the importance of interest may not be overlooked, we present the following table, showing the influence of interest on investment per sheep:

TABLE K.

**Interest per Sheep on Investment Exclusive of Land.**

Ohio .....	\$.318
Western United States.....	.477
Australia .....	.30
South America.....	.22
Africa .....	.145

It will here be noted that in the United States our growers are paying \$.177 in interest more per sheep than is paid in Australia, and as the average wool production per sheep is given as 7.3 pounds, this amounts to \$.024 on each pound of wool.

By adding this interest charge per sheep to the total cost of maintaining each sheep, we obtain the relative maintenance cost per head.

TABLE L.

**Average Cost per Sheep Including Interest.**

Ohio .....	\$2.758
Western United States.....	2.587
Australia .....	1.23
South America.....	1.37
Africa .....	1.075

In order to determine the cost of producing wool the Board determined the total expenses of the flock, as well as the total income from all sources except wool. Then by deducting the income from sources except wool from the expense total, the balance remained as a charge against the wool. When this rule was applied to Australia, it was found that the income from sources other than wool left the total wool clip without any charge against it, or as a matter of fact with a credit of 1 cent per fleece. A review of the Board's figures indicates that when the total expenses are taken into consideration, the income from wool is practically net, and no figures have been submitted to show that any cost is attached thereto. The same was reported as true in Africa; and in South America a charge remained against the wool amounting to from 4 to 5 cents per pound.

Applying this rule to the fine wool sections of Ohio, and other Eastern States, it was found that the income from sources other than wool failed to meet the cost of wool production by 19 cents per pound.

Applying the same rule to the eleven Western States under review, the Board found that the receipts from sources other than wool, left a charge against the wool of 11 cents per pound.

Without including interest the Board reports the following comparative cost to produce one pound of grease wool.

TABLE M.  
Cost to Produce One Pound of Grease Wool  
Without Interest.

Ohio .....	\$.19
Western United States.....	.11
Average United States.....	.096
South America.....	.045
Australia .....	.00
Africa .....	.00

Now if it be desirable to include interest as a cost, we must add to the cost of wool production shown in the above table, the total amount of interest on the investment per sheep. This total interest charge must lie against the wool, for it becomes an additional cost, as the total received from all sources except wool have already been deducted. In table K we give the interest per sheep on the basis of the Board's report, as to the rate of interest and investment per sheep.

Before the relative proportion of interest per pound of wool can be ascertained, we must know the number of pounds of wool produced by each sheep. The Board reports that the sheep of the world shear as follows:

TABLE N.  
Average Weight of Fleece.

United States.....	7.3 lbs.
Australia .....	7.25 lbs.
South America.....	7.5 lbs.
Africa .....	6.5 lbs.

We, therefore, present the following table showing the interest cost per pound of wool in the comparative countries:

TABLE O. Interest Cost to Produce Grease Wool.		
Ohio .....	\$.318 per fleece	\$.0435 lb.
Western U. S. . .	.477 per fleece	.0653 lb.
Average U. S. . .	.429 per fleece	.0585 lb.
Australia .....	.30 per fleece	.041 lb.
South America . .	.22 per fleece	.03 lb.
Africa .....	.145 per fleece	.022 lb.

In order to show the cost of producing a pound of grease wool where interest has been included, we produce the following table:

TABLE P. Cost to Produce Pound of Grease Wool.		
	Without Interest	With Interest
Ohio .....	\$.19	\$.233
Western U. S. . .	.11	.175
Crossbreds, U. S. .	.00	.0435
Average, U. S. . .	.096	.154
Australia .....	.00	.041
South America . .	.045	.075
Africa .....	.00	.022

Since Australia is the greatest wool producing country in the world, and is the country from which we import the bulk of our foreign wool, and since Australian wool competes directly with our own product in quality, it is essential that a tariff drawn with the idea of producing revenue or protecting the American wool grower must be based upon the relative difference in cost between wool production in this coun-

try and Australia. There can be no question as to the justice of including the interest charge in wool production, and when this is included, we find that it costs on an average 11 3-10 cents, more to produce a pound of grease wool in the United States than it does in Australia, excluding the difference in cost of transportation. Now if these wools were of equal shrinkage, that is if they produced an equal amount of wool when scoured, a tariff levied upon the grease basis of 11 3-10 cents, would be the difference in the cost of production based on the findings of the Tariff Board. But, since it is recognized by everyone who has studied the question of wool and its products, that one pound of grease wool may be equal in scoured wool to three pounds of grease wool from another section, and since the value of wool depends upon the amount of scoured wool that the grease wool produces, it must be clear that a tariff to afford the difference in cost must be based on the difference in the cost of producing a pound of scoured wool in this country and its chief competitor. To compare one pound of wool with another without determining its real value, would be as ridiculous as to say that one ton of copper ore was worth as much as another ton of copper ore regardless of the actual amount of copper that each ton of ore would produce. Therefore, in order that this tariff question may be intelligently considered, it is necessary that the figures and results obtained by the Tariff Board, on the basis of the production of grease wool, must be first reduced to their scoured equivalent. We shall, therefore, knowing the shrinkage of the various wools concerned, proceed to show the difference in cost in the production of scoured wool.

The shrinkage of wool is a matter that has been closely estimated by the leading wool authorities in the various manufacturing countries. In the United States, the National Association of Wool Manufacturers each year makes an estimate of the average shrinkage of all American wool, based on the reports obtained from scouring mills. This estimate is recognized the world over as the standard for American wools. In the report of this association for the year 1911, the shrinkage of wools for the eleven Western States, reviewed by the Board, is given as 66.5 per cent, and the average shrinkage of all wools of the United States for the year 1911, is given as 60.4 per cent. This estimate we have accepted.

Of course, it would be fair in determining the difference in the cost of producing scoured wool to base that difference upon the average shrinkage of imported wools, which is approximately 40 per cent, or less; but in order to present this matter without prejudice, we shall accept the shrinkage of foreign wools as given by the Board from Helmuth, Schwartz & Company.

TABLE Q.  
Shrinkage of Wools.

Ohio .....	60 %
Western United States.....	62 %
Average United States.....	60.4 %
England .....	25.1 %
Australia .....	48.54 %
South America.....	51.04 %
Africa .....	58.4 %

This authority quotes the shrinkage of North American wools at 54.96, but as this includes the light wools of Canada and Mexico, it will not answer for the United States, and we are using the estimate of 60.4 as made by the National Association of Wool Manufacturers.

If there be those who contend that the American wool grower is not entitled to include interest as a cost in wool production, we shall, for their benefit, submit the following table, showing the cost to produce one pound of scoured wool in the various countries under review, without taking into consideration any interest whatever.

TABLE R.  
Cost to Produce One Pound of Scoured  
Wool Without Interest.

Ohio .....	\$.475
Western United States.....	.289
Average United States.....	.242
Australia .....	.00
Africa .....	.00
South America.....	.092

On the basis of the above table it is, therefore, clear that if interest is not to be included as a cost, there is an actual difference in the cost of producing a pound of scoured wool between this country and Australasia of 24 2-10 cents per pound. This, however, does not take into consideration the difference in the cost of transportation.

In table M we gave the cost to produce one pound of grease wool without interest, in this and competing countries, and knowing the cost of grease wool and its shrinkage, we now present a table showing the cost with interest of producing one pound of scoured wool in the countries under review.

TABLE S.  
Cost to Produce One Pound of Scoured  
Wool With Interest.

Ohio .....	\$.58
Western United States.....	.46
Average United States.....	.389
Australia .....	.079
South America.....	.153
Africa .....	.053

The above table definitely shows that the cost of producing one pound of scoured wool in Australia, with interest included, is 7 9-10 cents, while the average cost of producing one pound of scoured wool in the United States is 38 9-10 cents. Therefore, the difference, or 31 cents, represents the actual difference in the cost of producing one pound of scoured wool in the United States and in Australia, the nation



recognized as our strongest competitor. Any tariff upon the scoured content of wool that does not equal 31 cents will, in just so far as it is less, fail to equal the difference in the cost of production between these countries.

In order that the relative importance of the wool production of these various countries may be better understood, so that the keenness and direction of the competition may be appreciated, we submit a table showing the estimated wool production of the countries under review:

TABLE T.

Wool Production of Competing Countries.	
United States.....	325,000,000 pounds
Australasia .....	941,900,000 pounds
South America.....	528,100,000 pounds
Africa .....	131,000,000 pounds

The above table, therefore, shows Australia to be the keenest competitor the United States can have; in fact, she regulates the wool market of the world; and the protection to be given our growers should, in all fairness, be based upon the cost of production in Australia.

The total amount of scoured wool, exclusive of pulled wool, produced in the United States last year was 109,966,195 pounds; and in order to more clearly show the disadvantage under which our wool grower labors, in the production of this wool on the basis of the relative cost, we present the following table, showing what would have been the cost of producing this amount of scoured wool in the countries under review:

TABLE U.

Cost to Produce 109,966,195 Pounds of Scoured Wool.

United States...\$389 lb...	\$42,776,849.85
South America...153 lb...	16,829,417.83
Australia .....079 lb...	8,687,329.40
Africa .....053 lb...	5,828,208.35

We believe the report of the Tariff Board is ultra-conservative, and if they have erred, it has been in that direction. For instance, the Board gives the various costs entering into the manufacture of a sample suit of clothes. In this demonstration they find that it requires 97-10 pounds of wool to produce this suit, and they used wool for which the grower received 23 cents per pound. This shows that the grower received \$2.23 for the wool in this suit. But on another page of the report the Board gives the average price of wool to be 16 cents per pound. Had average priced wool been used, it would have shown that the grower received on an average \$1.55 for the wool to make a suit of this weight. Again the Board reports the average loss of sheep at 3 per cent; but practically every wool grower knows that his loss is at least twice this amount. Again the Board does not charge the sheep with the market value of feed raised on the ranch, and charges them only with the cost of production. This places us at a disadvantage with foreign countries, where only grass is used to support the sheep.

Again it would have been fair to include interest as a cost, and give the lands owned by the growers greater consideration. However, the Board has presented in its report data upon which these costs may be computed.

The findings of the Board as to the impracticability of assessing wool duties on the ad valorem basis are absolutely in accord with the facts.

The findings of the Board as to the feasibility and justice of placing the wool duties on the scoured contents of imported wool, represent the conclusions that those most intimate with the subject have arrived at.

That we may have a full understanding of the effect of a duty of 24 cents per scoured content, the following analysis presents itself:

Such a duty is dual in its nature; it has a revenue side, and a protective side. As an illustration, let us show its effect on fine Merino wools. Under a law enforcing scoured content duties, all grease wools would be able to freely compete in our markets, and would be equally favorable to the manufacturer of worsted or woolens; and fine wools of heavier shrinkage than those heretofore commercially admissible, could freely enter our markets. The shrinkage of these wools would therefore rank higher than those now imported, and in all probability would range around 55 per cent. Taking such wools for illustration, we find that the revenue duties to the Government at 24 cents per scoured content, would be 108-10 cents per grease pound. On the other hand, on similar competing Western fine Merino wools, shrinking 68 per cent, the protection accruing to the grower at 24 cents per scoured content, would amount to 768-100 cents per grease pound, or about 3 cents per pound less than the revenue. The same comparison would hold true when applied to similar wool of different grades.

A duty of 24 cents on the scoured pound, would be a reduction from the present duty of 27¼ per cent.

In determining the amount of duty that would be protective to wool growers in this country, we must not overlook the fact that there is a material difference between duty based on the scoured content of wool and a duty upon scoured wool. With a flat duty upon scoured wool, on account of the cheapness of foreign labor, and certain wastes that occur, it would be highly advantageous to the importer to import the wool in a scoured condition. This advantage, however, might amount to as much as 3 cents per scoured pound, and just to this extent would the American grower be deprived of his protection. Therefore, it is essential that any law basing the duty upon the scoured contents of wool, must provide a higher rate of duty upon wools that are actually imported in the scoured condition.

## HIGH COST OF LIVING OF INTEREST

President Taft, in the message he sent to Congress February 2d, says:

"There has been a strong movement among economists, business men and others interested in economic investigation to secure the appointment of an International Commission to look into the cause for the high prices of the necessities of life. There is no doubt but that a Commission could be appointed of such unprejudiced and impartial persons, experts in investigation of economic facts, that a great deal of very valuable light could be shed upon the reasons for the high prices that have so distressed the people of the world, and information given upon which action might be taken to reduce the cost of living. The very satisfactory report of the Railway Stock and Bonds Commission indicates how useful an investigation of this kind can be when undertaken by men who have had adequate experience in economic inquiries and a levelheadedness and judgment correctly to apply sound principles to the facts found.

"For some years past the high and steadily increasing cost of living has been a matter of such grave public concern that I deem it of great public interest that an international conference be proposed at this time for the purpose of preparing plans, to be submitted to the various Governments, for an international inquiry into the high cost of living, its extent, causes, effects and possible remedies. I, therefore, recommend that, to enable the President to invite foreign Governments to such a conference, to be held at Washington or elsewhere, the Congress provide an appropriation, not to exceed \$20,000, to defray the expenses of preparation and of participation by the United States.

"The numerous investigations on the subject, official or other, already made in various countries (such as Austria, Belgium, Canada, Denmark, France, Germany, Great Britain, Italy, the Netherlands and the United States) have themselves strongly demonstrated the need of further study of world-wide scope. Those who have conducted these investigations have found that the phenomenon of rising prices is almost if not quite general throughout the world, but they are baffled in the attempt to trace the causes by the impossibility of making any accurate international comparisons. This is because, in spite of the number of investigations already made, we are still without adequate data and because as yet no two countries estimate their price levels on the same basis or by the same methods.

"As already indicated, the preliminary conference itself would entail a comparatively small expense, and most of the subsequent investigations for which it would prepare the way could be carried out by existing bureaus in this and other governments as part of their regular work, and would require little, if any, additional appropriations for such bureaus."

## Market Grades and Classes of Sheep

Address by W. C. Coffey Before National Wool Growers Convention, Omaha, Nebraska

**L**AST year 11,282,771 sheep and lambs were sold through seven leading open markets of this country. The markets in question were Omaha, Chicago, Kansas City, St. Louis, Sioux City, Denver and St. Joe. In 1887, twenty-four years ago, the total number of sheep received at Chicago was 1,360,862. Last year this same market received 4,825,944. Other markets have experienced still greater growth. With this increase in the volume of their business the large markets have improved in their organization. In earlier days sheep on the Chicago market were not classed and graded but were sold in mixed bands just as they were unloaded from the cars. Often these mixed shipments were made up of all ages and sexes in every degree of quality and condition. The volume of business was small; mutton was not much sought after and hence the need of careful discrimination was not felt. It is said that buyers enjoyed taking "pot luck" on these shipments which undoubtedly was true for buyers of most any commodity are inclined to set the price for the whole upon the poorest of the offering.

The old system gave way to one that is more orderly and definite. Now the offerings are sorted into different classes and grades and thus presented for the inspection of the buyer. Whatever other faults our markets may have, they have freed themselves of the old time methods which made it impossible intelligently to study the demands for the different kinds of sheep and lambs offered for sale.

Briefly stated the sheep and lambs on any of our large markets are classified under what we choose to call classes, sub-classes and grades. The name of a class indicates the use to which the animals in that class are put. For example the principal classes are mutton, feeder and breeding sheep. Those of the mutton class are sold direct to packers, butchers or shippers for slaughtering purposes. Those of the feeder class are sold into the country for fattening and finishing, while breeding sheep are purchased and sent to the country for the production of lambs. Under each class there are various sub-classes. In general the names of the sub-classes suggest differences of either age or sex between sheep put to the same general use. For instance, under mutton sheep are the sub-classes—

lambs, yearlings, wethers, ewes, bucks and stags. Each of these is put to the same general use, namely, slaughtered for food, but because of differences in age and sex they vary with the consumer in their desirability as a food product and hence cause for distinction arises. And finally under each sub-class there are various grades which refer to the best and the less desirable animals in it. It is possible to illustrate what is meant by grades by referring once more to the mutton class,

distinct and definite meaning. However not all Colorados are alike and the quotation is useful only to the man who is in close touch with the market at the time it is made.

It is beyond the scope of this talk to go into detail concerning all the different classes and grades of sheep found on our large markets. You all know very well what feeder sheep and lambs are; also what comprises breeding sheep. Not every party handling sheep is interested in the

feeder nor in breeding class, but practically all owners have an interest in the mutton class and hence I propose to deal principally with it. All sheep and lambs sent to market for slaughter, no matter what the condition, age, or weight, are classed as mutton sheep. The offerings, as already stated, comprise the sub-classes—lambs, yearlings, wethers, ewes, bucks and stags. Of these the sub-class lambs is by far the most important. Various parties on the Chicago market estimate that 80 per cent of the sheep received at that place are lambs. This statement indicates how vital lamb production is to the sheepman of this country. As a rule the lamb is preferred to older market animals by both the producer and the consumer. By the producer because they make cheaper gains (where conditions are favorable) and by the consumer because they are more palatable and more convenient to use.

Lambs are graded prime or fancy, choice, good, medium or fair and common or culls. The prime lamb is the best coming to market—the common or cull is the poorest. To be prime a lamb must be blocky, smooth and full

in outline; comparatively fine in features, light in pelt and fat, so it will dress well. Moreover, the weight has to suit the demands of consumers. This is a factor that varies with the different seasons in the year. During the Summer months the demand is for the lighter weights varying from sixty-five to seventy-five pounds; in cold weather heavier weights are preferred. In general, the lamb correct in form, prime in quality and condition, and weighing about eighty pounds sells at the highest price. It is said that in earlier days the demand was for lambs of greater weight. About six years ago I was talking with Bishop of the Chicago market, and I asked why it is that once we considered the 100-pound lamb of desirable weight, whereas



PROF. W. C. COFFEY, Urbana, Illinois.

where differences in grade are based on quality, condition, weight and form. The best in these particulars reaching the market are considered prime in their sub-class. It is down in the grades, where lines are not so sharply drawn, and what fulfills the requirements for a certain grade at one time may scarcely do so at another. However the variation is not sufficiently great to cause one to despair of knowing the requirements for the different grades.

Often in our market reports sheep and lambs are classified according to the State or territory in which they were raised or fed. Such classification is useful to certain parties but not to the general reading public. To the man handling Colorado lambs quotations on Colorados may have a

now the weight is lowered to eighty pounds. "Why? Don't you know why?" said Bishop. "I'll tell you why. It's because the average family in Chicago has degenerated into man, his wife, and their poodle dog." Since that conversation with Bishop it seems to me that there is a tendency to demand a still lighter weight than eighty pounds and I've about concluded that the dog is dead. It is perhaps true that a departure of a few pounds from the weight that is most popular does not detract as much from the price as does an equal departure from the most desirable quality and condition. Quality and condition are of direct interest to the packer in that they influence the percentage of marketable meat secured. As already stated, weight is a factor controlled by the consumer and the trade is willing sometimes to try to persuade him to take a lighter or heavier cut than he calls for.

Weight is a factor that figures not only in the convenience but also in the economy of the consumer. In the Winter of 1905-1906 we conducted a test at the Illinois Experiment Station which we called age and weight as factors in lambs feeding. We began feeding three lots of native lambs early in October. The lambs in the first of these lots were born in February and March, in the second, in April and in the third, in May. The early born lambs weighed nearly 120 pounds at the market; the March lambs 108 pounds; the May lambs eighty-six pounds. The lightest lambs sold for 50 cents more per hundred-weight than the heaviest lambs. Why, because they were more tender, juicy and of better flavor. The experts on the Chicago market said "No," but because they were of more desirable weight. It was demonstrated that three chops from the large lambs would weigh one pound while it took four from the small lambs to equal this weight. A chop is a service that cannot be divided, hence these from the small lambs were more economical for the average family to use. The roast cuts from the small lambs suited the convenience of the average family and the combination of economy and convenience secured preference for them.

By reviewing what we have said it will be noted that the demands made of prime lambs are exacting. They must be correct in form, i. e., low set, wide and thick; they must be highly developed in general quality, such as freedom from paunchiness, coarseness of features, excessive weight of pelt; they must be fat and of desirable weight. The prize lamb represents the top shelf of the mutton industry on our large markets and like most top shelves, there is plenty of room on it. There is demand for the lower grades—there is a trade that takes the culls even, but the scarcity is at the top and not at the bottom grade. The problem is to produce more prize lambs. We have a conviction that the production of a sufficient number of culls will never

be a difficulty. Certain buyers on our large markets have told me that there is no such thing sold as a prime lamb. According to my definition there is, because I say he is the best coming to market, but according to the ideas of the buyers in question there may not be, and if there is not, it amounts to a confession that they have demands for something better than they can buy. I think we will all admit that we have witnessed great growth in the consumption of mutton in this country during the past twenty years. It is only natural that with this increased consumption there should arise a demand that is epicurean in its fastidiousness. I am told that there is a club in Chicago that will take nothing but the best wether lamb carcasses. Why, because the "eye" of meat in the wether lamb is slightly larger than in the ewe. I believe this is typical of rather extended demands which we may expect in the future and I repeat that the problem is to produce more prime lambs.

Two things realized and put in practice by the producer will help. The first is the use of the pure bred sire of approved market type. Many of our Western brethren need no chastisement because of failure to use good sires—and again, many of them do. Words fail to describe the carelessness exhibited by many of the owners of small flocks in the central and eastern part of this country in their selection of sires. It is not uncommon for them to buy their breeding rams on the open market. Anything is selected to beget lambs. No facts are at command with respect to breeding. It may happen that our farmer sheepman buys both his ewes and his rams on the open market on the same day and from the same offering. It is probable that the ewes and rams to be mated are closely related, and who knows but that they are from an inbred grade parentage? It is usually the poorest producers who market a number of yearling or mature rams with their ewes, and these are the ones most often selected as breeders. Operators on our large markets have been heard to suggest that internal parasitic infection of native sheep and lambs is due to inbreeding, and they have been led to this conclusion by their continued observance of the lax methods employed in the selection of breeding rams.

The second realization necessary for the producer is that a lamb that is not fat cannot grade as prime. I realize that many of our Western brethren have to deal with conditions which make it impossible to market their lambs in ideal finish. I am aware that there are limitations to your range, waits at points of shipment which play havoc with your offerings, etc., and no criticism is levelled at the man who is not in position to do better. The time is coming perhaps when harvested feeds suitable for finishing lambs will be more general in the West and when that time ar-

rives, I believe there will be more prime lambs reaching the markets. As a rule the small flock owners of the central and eastern part of the country fail to get their lambs in proper condition before marketing. Many owners of these small flocks keep their sheep chiefly to destroy weeds and to utilize what otherwise would be considered waste. Since they handle only a few sheep, they feel it is not worth the effort to make their lambs fat. Often they are unable to determine whether they are in suitable market condition. The majority of these growers fail to castrate their ram lambs. Many of them do not know that "buck" lambs are not as desirable as wether lambs; others are afraid to castrate because of probable losses from the operation. As the sex instinct of these "buck" lambs develops they become very active at teasing the ewes and at fighting among themselves. By this activity they not only reduce themselves in flesh, but all others in the flock. They become large and coarse in frame, and thin in flesh, a combination that puts them in the cull grade when they reach the market. During the latter half of the Summer season these buck lambs sell from one to two dollars per hundred weight less than choice and prime lambs, the kind they would have developed into if they had been castrated and properly handled. It may be said in defense of the owners in question that their flocks are often infested with internal parasites and that on this account it is impossible to get their lambs fat. However, the energetic owner can overcome the greater part of this difficulty.

There is great need for a general change of methods on the part of flock owners in the eastern and central portions of our country. This is necessary both for the sake of themselves and for their brethren in the West. First of all their attitude toward the small farm flock is wrong and will continue to be wrong so long as they consider it merely a consumer of weeds and a conservator of waste. This attitude is all right if proper supplementing accompanies it so that a first-class product can be produced. The flock should be considered a feature on the farm worthy of the same kind of care and attention given to any other feature. The opportunity of the small flock owner lies in producing well finished lambs which will fit in as a high-class product and ahead of the general run from the West. At the present time native and Western lambs are competing. While it may not be possible to eliminate all of this competition most of it can be avoided and to the advantage of both Western men and the producers of natives. By having the lambs come early, and by feeding them well, the producer of natives can get on the market before the main run from the West starts.

Down in Missouri a number of men have taken up sheep during the past decade.



Many of them were men who found the production of beef calves no longer profitable. Since they were turning from an unprofitable undertaking they were eager to take advantage of every factor in the new line which gave promise of profit. The business was new to them and they had no traditions to bury. They are following a system which may be briefly outlined as follows: 1. They purchase uniform Western ewes direct from the range. They endeavor to get ewes with good shearing qualities, sound mouths and udders. 2. They breed them to pure bred mutton rams of approved market type. 3. The ewes are bred to lamb in February and March so the lambs can be marketed early and ahead of the heavy run from the West. Another object in the early lambing is to get them up to market weight and condition before mid-Summer when infestation from internal parasites is most likely. 4. Creeps are provided for the lambs and they are fed grain to push them to market finish. 5. Docking and castrating are practiced. 6. The whole lamb crop is marketed. 7. An adequate supply of harvested feeds is kept on hand to supplement the feed in the fields if necessary to keep the ewes in good breeding condition. 8. Succulent feed, such as rye, is supplied. 9. The ewes are disposed of before they become seriously diseased or decrepit and a new lot is brought in. To date, every one who has operated according to this plan has made money; in nearly every case the party topped the market with his offering. The results of these men are striking illustrations of what can be done if good methods are employed. It seems to me the old-time methods and the men who practice them must go in the middle and eastern parts of our country. The type needed is similar to those whose methods I have just outlined, and just now it is doubtful if a better method can be found. Its weakness lies in the scarcity of useful Western breeding ewes. If prices for wool continue to be unsatisfactory it is probable that the majority of Western sheepmen will keep their ewes so long as they are useful for the production of lambs. This will work a hardship on the middle West farmer who is depending on the West for thrifty breeding stock, and personally I deplore the occurrence of anything that may bring about this change of basis for culling out ewes on the part of the Westerner for it means no help to either East or West. I sincerely believe the Western ewe bred to the pure bred mutton sire can do much toward bringing the sheep industry to its proper standing in the territory under discussion. The time is coming perhaps, when she will be no longer needed, but that time will be here only when the present enterprising flockmasters, such as those in Missouri already referred to, shall have advanced and intensified in their methods to a point where they can control the stomach worm,

produce the best of feed and equip themselves for producing very high class lambs.

It may sound futile to suggest that producers of natives generally will ever come to the point of producing very high class lambs. They may not, but if they do not I repeat the conviction that the sheep business in their territory will dwindle to a negligible quantity. But there are a few encouraging signs. Already parties favorably located are catering to the most discriminating demands of our large cities. It pays. Here is an instance. A party in Bennington, Vermont, produces a goodly number of Winter lambs each year and markets them in New York City. They are dressed at the farm, carefully packed in crates and delivered direct to the customer in the most attractive condition possible. The lowest price received by this party for a single carcass last year was \$8.00; the highest \$14.00. The relating of such instances as this almost immediately draws out the statement that the demand is so limited that the business can easily be overdone. It would seem so but recently a party who is authority on market conditions and events told me that thrifty "pewee" Western lambs are being purchased on the Chicago market, moved up close to New York City, finished, and the dressed carcasses sold as fancy Winter lamb. They are counterfeits of the real article and the fact that such a thing can be done is proof enough that the production of Winter lambs is not keeping pace with demands.

To many of you, what I have just said sounds like dealing with a very small part of the volume of the business, but I hope you sympathize with my contention that producers should do all they can to avoid dumping a great bulk of the same kind of thing on the market. Just here I wish to pay a tribute to Western sheepmen for what they have done toward bettering market conditions. By careful breeding and ranging they have done much to improve the quality of their lambs. They have been instrumental in establishing accumulating or feeding stations on the railway lines tributary to the markets. By consigning their shipments to these stations and awaiting the advice of the various commission firms as to the number of sheep and the time to send them in to the market they have been able to forestall the ruinous conditions of violent fluctuation in prices within a short space of time. Before these stations were established there are on record cases of declines of 50 cents per hundred weight within an hour. Since the Westerner has done so much toward bettering market conditions I feel it is up to the producers of natives to do something, if for no other reason than in the spirit of good fellowship.

While it is not exactly in line with my topic I can not refrain from devoting my closing remarks to the brief discussion of

certain conditions which I think tend to depress the consumption of mutton in this country. It is pretty well known that the heaviest consumption is in our large cities. On the farms and in the towns and small cities in the central and eastern part of our country there is a general prejudice against mutton. There are many farm families that never taste it. Why? Because some rugged grandsire struggled with an ill flavored roast and spent a part of his remaining life in warning posterity against sheep meat. Think how much it would mean both in improving the quality of the product and in increasing the consumption of mutton if it were as favorably received in farm families as pork.

Why is so little mutton consumed in our towns and small cities? The banded town prejudice is one influence. Misrepresentation and crudeness in handling on the part of the shops are others. Selling an 8-year old ewe as lamb to the innocent purchaser sounds like a good joke, but it is an excellent means of squelching demand. The supposed lamb is a disappointment and the victim concludes that if the best is so bad it is high time to completely ignore all kinds of mutton. I live in a city whose population is better than 20,000. Recently the wife of a neighbor called at our home and in the course of conversation asked how we prepare lamb chops. She was told and she exclaimed, "Well, I did mine exactly the same way, but they were so tough and smelled so bad we could not eat them." In the same city the shops sell shoulder at the same price as leg and all of it is sold well above the wholesale quotations. They sell legs first, and the belated customer, asking for a leg roast, is informed that nothing but shoulder is left. This is poor encouragement to consumption. Many of the shops in small towns do not carry mutton regularly. While visiting relatives in a city of 6,000 in Michigan I was asked to go to the shop and assist in selecting a lamb roast. The first shop visited tried the 8-year old deal on us, the second tried the same thing, the third had no mutton in stock, the fourth had lamb but the shape was suggestive of goat. The circumstances I have related are typical, and until conditions change we cannot expect consumption to take on proportions in our small cities and towns. But it should, and I think it is up to the packers to devote attention to these small centers. The shops who buy from them should be taught how to sell mutton. They should be impressed not to misrepresent concerning lamb. The lower grades of lamb eat well in comparison with the old tough carcass, and the customer who calls for lamb and gets value received will come again. I am sure of this statement for I have done some experimenting along this line. Everything possible should be done to encourage consumption of mutton amongst all our people.

(Continued on page 38).

# OBEDIENCE TO LAW

ADDRESS BY HON. W. E. BORAH  
BEFORE THE NEW YORK REPUBLICAN CLUB

I AGREE with those who regard the political problems of to-day as new and unusual, serious, and singularly involved. I am in full sympathy with those who are at war with present conditions. I am not one of those who believe that our present institutions are not vulnerable to the same sapping and destructive influences which have undermined and destroyed other republics. But I believe we are yet too young to die and ought to be too young to be discouraged. There no doubt is much trouble and a call for real patriotism wrapped up in the near future; in fact the situation is here now. But I believe there is courage enough to endure the troubles, patriotism enough to respond to the calls, and brains and conscience enough to see our responsibilities and finally meet them. If we keep our feet on the earth and faith in our free institutions full and strong, and deal with these matters in a broad, practical way, relieved of narrow partizanship and factional strife, the right course will at last inevitably appear and be accepted by all. In this great meeting to-night held under the auspices and inspiration of the youth—the enthusiasm, loyalty, and hope of this great State—there is a fine assurance that the reserve power of the republic is commensurate with its trials and responsibilities. There is no barrier which wrong may erect as against common rights, no special privilege which injustice and selfishness may create but must finally give way before the initiative, the energy, the disinterestedness of young men.

I am not going in the brief time at my disposal to recount to you the history or rene with you the achievements of our party. It is an interesting and an inspiring theme, but fitter for the reflective hours of the splendid men who helped to make it than for a gathering of young men who are met for action and covet the bracing effect of the hour's urgent duty. Neither am I going to tell you in these twenty minutes how to solve the trust problem, notwithstanding every man of intellectual respectability has a perfect plan as to how to do this, in which plan no one generally has any confidence except himself. But if I am permitted I want to talk briefly of a question which lies at the foundation of all government—a question simple in its presentation, but searching in its far-reaching effect upon our moral and economic life and upon our strength and prestige as a self-governing people. In dealing with our new questions, in our striving to find the boundary line, dim and deceptive, between competition and that of regulation and control, we cannot afford to wholly ignore the ancient virtues and homely precepts of the

republic—the virtues and precepts through and by means of which the republic was built, and from and by reason of which it has gathered its strength and realized its marvelous growth.

If I were going to inscribe a banner under which to fight the battles of a good and wholesome government, a banner with which to arouse the dispirited millions of brave and loyal yeomanry, I would precede all other inscriptions, plans and pledges with that of enforcement of the law and obedience from one and all to its terms because it is the law. There are thousands and thousands of people, with the number daily increasing, who would like to feel safe in their persons, safe in their workshops and homes, who would like to feel that justice can be administered alike to the rich and the poor, and that we have not one government for the honest business man trying to be right and another for those who are ruthlessly preying upon the rights of others and of the public. Even if I were going as a party to continue to yield to the cupidity of some and compromise with the selfishness of others I would at least recognize the demands of those who still place their country above the dollar and regard the enforcement of equal and effective laws for all as above every other blessing which government can bestow. What shall it profit that we devise plans and enact statutes for the protection of human life or property or the regulation and guidance of our vast business interests if every man is to be a law unto himself? The bedrock, the granite formation upon which great civilizations and powerful governments are built, is obedience to the law. We have seemingly arrived at a time when a political party can afford to make it a cardinal tenet of its faith.

A few weeks ago the country was surprised and shocked by the confession of two labor leaders. In order to save their own lives, which they had so often declared they would gladly sacrifice for labor, they entered their pleas of guilty, insisting that they did all for principle, and seemed to expect an astonished world to accept their remarkable apologies. No reasonable man would seek to hold Union Labor as such responsible for this conspiracy to carry on indiscriminate murder. Fair men will not by reason of their confession seek to impeach the citizenship of the rank and file of the great army of labor. But even so and with that conceded the brutal tale of fiendish destruction of property and life leaves honest labor humiliated, discouraged, and distrustful, its upright and conscientious leaders confused and dispirited, and in view of the fact that these men so long as they held their secret could command the support of thou-

sands of good men, it leaves the country stirred with unrest and suspicion.

There is another Court record which we will in passing notice also. Bound up in many volumes, now well stored and preserved in the archives of our highest judicial tribunal, you will find the full record of two of the late noted decisions. This record is now a part of the country's history, collected, sifted, tested, and verified by judicial procedure. No one need doubt its verity or hesitate to discuss its melancholy significance. It is a tale twice told of selfishness and greed, of extortion and lawlessness. The plea of justification is not unlike the plea of the planters of dynamite, for although the acts are clearly and manifestly in violation of the law and the rights of the public, it is claimed, nevertheless, that it was all done in the interest of business growth and industrial progress. This is the best plea and the only plea which twentieth century business can furnish—all that could be said by those so rarely gifted and richly endowed with both this world's goods and intellectual power and of whom the Government and humanity have a right to expect so much.

If these Court proceedings stood alone, were exceptional or isolated instances of their kind, we might well accept the judgments of the Courts without further comment and pass on in confident security. But they are, one at one side of the continent and the others at the other, the strong and uncontroverted evidence of what is fast becoming a national disease. I do not exaggerate and I do not misstate or overstate the unwelcome and accusing data at hand when I declare to you to-night that we are even now in our youth the most lawless of any of the great civilized nations. There is no country of first importance where there is so little respect for the law because it is the law—the last expression of the sovereign power—as here in our own republic. There is no place where life is so insecure against the bomb or the bullet, where criminal laws are so ineffectually enforced, where corruption is so little condemned by public opinion, where defiance of law in the highest walks of business so generally prevails. We have come to carry with us the mental reservation in our professed loyalty to the government that we will obey only such laws as in our individual judgment seem wise—which, of course, is the essence of anarchy—the fearful disease of republics. Some arraign this class and some that. Some arraign the Courts and some would do away with juries, but the fact is that it is our national sin, pervading all classes and fastening its demoralizing hold upon all our institutions. To



leave the law unenforced, to cultivate a disregard for its obligations, is but to fallow the ground so that in after years there may be one law for the poor and another for the rich.

In speaking of lawlessness among business men I do not refer to those who may unwittingly err as to the terms of the law. I have no sympathy with their disturbance or their prosecution. I refer alone to that class who sit down in their offices with trained lawyers and plan how they may violate the law and still evade its penal provisions. It is not the doing the things which are debatable about which good citizens complain. It is the doing the things which are clearly prohibited and which every intelligent man knows are prohibited, of which the public complains and of which it has a right to complain. If a man lies in wait and falls upon his unwarned adversary and slays him, will it be any defense for his lawyer to say to the Court that his client has always had difficulty in distinguishing between voluntary and involuntary manslaughter? If a corporation lowers the price of an article in order to destroy its competitor; if it by express agreement limits the output of a product; if it foments strikes in competing mills; if it seeks favors in rebates or divides territory; if it puts millions into competing plants, covers the investment with stock and then dismantles them, if it does these and similar things will it be heard to say that the boundary line between restraint and open competition in trade is sometimes difficult to define? It is not alone the things which are condemned by the rule of reason, but also by the dictates of conscience and common honesty of which the public justly complains. I do not to-night enter upon a defense of our anti-trust law; I am frank to say I doubt both its efficiency and completeness. But it is the law, and if half the energy and ingenuity of our business men had been put forth to perfect it that has been expended in an effort to successfully violate it and render it worthless we would long ago have had a law which would protect "legitimate business and would have made all business legitimate."

They say to enforce the law will disturb business. What business? Whose business? The Supreme Court of the United States, not chargeable certainly with inconsiderate statements, said in a noted case in reply to similar arguments, "It is the history of monopoly in this country and England that predictions of ruin are habitually made by them when it is attempted by legislation to restrain their operations and to protect the public against their exactions." There is nothing so depressing to healthy business, the business which disseminates its beneficence to all, as the fear of men of limited means to enter the field of industry, to venture into develop-

ment and production because it is occupied with powerful combinations ready to destroy them when they give evidence of success. What retards investment and the outlay of small sums now in idleness more than the condition of our stocks and bonds, manipulated and watered so that only those on the inside or who can afford to lose dare to invest? When this supposed business necessity carries us to the point where a few will fix the price of everything the farmer raises and the price of everything which goes to the consumer's table, what will be the condition of business as a matter of fact in this country? That healthy, wholesome business which will bring prosperity to all must have as its basis an equal opportunity to all. You will never have good times which reach down to the masses and to the people generally unless the industrial field invites and stands ready to protect the man of limited means. When they say it will disturb business ask them whether they mean the business of the few or of the many. If they say that the disturbance of these great combinations will have its effect upon the country at large, I am willing to grant it during the time in which their hold is being loosened. But it is a question, my friends, of whether we will loosen that hold or permit them to dole out to us just so much of this world's comforts and needs as in their judgment they think we ought to have.

I sympathize sincerely with the man who in his hunger or his disappointment, in discouragement or despair, thinks he can better conditions by taking the law into his own hands. Never was an unfortunate man more in error. The hopes of labor, of the men who toil from day to day, lie not in the impairment or undermining of our institutions, in tearing away the safeguards of liberty, limb, and life, but in the aroused public conscience and sustained public interest which shall strengthen our institutions and make effective and respected our laws. In the hour in which order shall be driven from its high place in the temple of liberty and in which lawlessness and might shall come in its stead, in the fearful struggle to follow, the first man to go to the bottom to remain there will be the man who toils. The rich have other means of protection, but his protection rests alone in the perfection and enforcement of our laws and in the maintenance unshaken of the integrity of our institutions.

But how shall we excuse or long sympathize with the man of influence and position, of wealth and prestige, with the world's comforts and its luxuries about him, who still by word and deed teaches disrespect for or defiance of the law? He has no possible excuse for so doing. While the blessings which he has so abundantly gathered in this goodly land which the

sacrifice of our fathers gave us ought to inspire him with veneration for its institutions and obedience to its laws. Does he not know that it is useless to long expect law and order in the common walks of life when lawlessness reigns supreme in the upper air? Will not these men sometime learn that as ye sow that shall ye also reap—that this spirit of lawlessness fattens by what it feeds upon?

The danger lies in prostration. We learned once at tremendous cost of life and blood that you may have your fugitive slave law, your Missouri compromise, your Dred Scott decision, your fiat of government, your compromise with wrong, your barter with justice, but the hour of reckoning and readjustment comes—tardy, but inexorable. It is possible, my friends, to go on until men of great fortunes, whether justly or unjustly earned, will stand stripped like the slave master of the South not alone of his slaves, but stripped of his wealth earned through two centuries of "unrequited toil." Let us not trifle too long with that widespread passionate sense of wrong, even among the more conservative, arising out of the belief that large fortunes have been built up at the expense of the poor, and that men, women, and children go hungry while others revel in waste and luxury. It is possible to go on until the soldier called into the street to protect property will fraternize with the mob.

The tendencies of to-day become the fixed and all but unchangeable practices of to-morrow. The seed which ripens into the harvest of turmoil and dissolution may lie buried for decades among the habits, practices and customs of a people. The generation whose tendency is to ignore the law and disregard the mandates of government will be followed in time, unless the tendency is arrested by exceptional effort, by a generation of utter misrule and lawlessness. That "leprous distilment" holds enmity to the life of free institutions, and wise and faithful men will guard early and vigilantly against its encroachment. A political party can have no higher purpose and no nobler platform, and heroic men cannot be better engaged than in restoring the faith which animated and directed those of old.

You will hear often in these days that certain men are engaged in experimenting with new plans of government and dangerous expedients. But if I mistake not the controlling purpose is not that of new experiments, but to bring this old government back to where the fathers left it to the people. The things done in these efforts may not always be wise and may not ultimately be accepted, but all these strivings are but the effort of our great democracy to find and get hold of itself under our new industrial conditions. Changes in

(Continued on page 37).



# The National Wool Grower

Published by the National Wool Growers Association  
Organized 1864

President, Frank R. Gooding - Gooding, Idaho  
Western Vice-Pres., George Austin, - -  
Salt Lake City, Utah

Eastern Vice-Pres., A. J. Knollin - Chicago, Ill.  
Treasurer, Frank D. Miracle - - Helena, Mont.  
Secretary, S. W. McClure - - Gooding, Idaho

Published at Gooding, Idaho

Edited by the Secretary

Subscription One Dollar Per Year. Entered as Second-Class Matter October 11, 1911, at  
the Post Office at Gooding, Idaho, Under Act March 3, 1879

## WHAT THE NATIONAL IS DOING.

The National Wool Growers Association is making every possible effort to protect in every direction the interests of all the wool growers of this country. Probably the most important work we are trying to do, is in connection with the tariff upon wool. This association recognizes that the wool tariff ought to be revised in accordance with the findings of the report of the Tariff Board, affording fair and honest protection to wool growers and manufacturers. The officers of the association believe that the sooner the tariff is revised, the sooner prosperity can be brought to these two great industries; but when it is revised, they shall demand that the revision be a fair one.

In order to protect the interests of the wool grower, there have been in Washington, during the past few weeks, the following wool growers, representing the National Wool Growers Association:

President F. R. Gooding, Gooding, Idaho; F. J. Hagenbarth, Spencer, Idaho; C. J. Moyle, Salt Lake City, Utah; Robert Cook, Nashville, Tennessee; John Skillern, Boise, Idaho; Magnus Brown, Farmington, Minnesota; B. L. Crouch, San Antonio, Texas; Robert Chatton, Mountain Home, Idaho; S. M. Cleaver, Delaware, Ohio; F. A. Ellenwood, Red Bluff, California, and your Secretary.

These men have been doing what could be done to bring about a just revision of Schedule K, at the earliest possible date.

The officers of the National Association recognize that the wool tariff is but little understood in the halls of Congress, and that before it can be intelligently revised, a campaign of education must be conducted among those who will vote for the enactment of a new tariff law. In order, therefore, that the question may be presented in an intelligent manner, our association has now in Washington a most complete exhibit of wool and its products. This exhibit covers every grade of wool, imported and domestic, and starts with the wool as it leaves the sheep's back and presents every process through which it passes, finishing only when the cloth is ready to

leave the mill. By this means we are showing the proper basis upon which the wool tariff must rest, and it is hoped that this plan may result in bringing about such a clear understanding of the subject under review that when the tariff is at last revised, it will be upon such a firm foundation that no person can justly attack it. Every grower must appreciate the necessity and importance of approaching the subject from this standpoint, and a tariff that is open to criticism and attack in every political campaign can not bring prosperity to American industries, and if, therefore, by means of this exhibit we can at last place the tariff upon an enduring foundation it will have served a mighty purpose.

Of course the wool growers will appreciate that the presence of this large delegation of sheep men in Washington, and the maintenance of this wool exhibit entails heavy expense upon this association, and, therefore, in order that this work may be prosecuted to a successful issue, it is necessary that every grower in the country give it his unfaltering support, both financial and moral.

## THE PRICE OF WOOL.

Last year we saw numerous instances of growers falling over themselves in an effort to dispose of their clips at any price offered. There was no occasion for this panic. The fellows who thus sold too cheaply, giving away cents per pound, not only injured themselves, but for a long time made it impossible for the man who had the nerve, and the judgment, to ask a proper price for his wool, to sell at all. No wool buyer will pay 15 cents per pound for a certain type of wool, when he is being offered clips of the same character at 12 to 13 cents.

Now the outlook for the present year is as follows: First, there will either be no legislation on the wool question, or a law will be enacted placing a duty of not less than 20 cents per scoured pound, on the importation of foreign wool. Second, the importations of wool from abroad for the past year have not exceeded 50 per cent of the normal imports. For instance the

imports for the first nine months of the year 1911 amounted to 123,972,631 pounds as against 250,939,541 pounds in 1909. The comparison showed a shrinkage of over 50 per cent.

In 1911 the receipts of domestic wool in Boston were 217,814,298 pounds. Up to November 29th, there had been shipped from Boston 196,138,029 pounds, only about 5,000,000 less than were shipped in 1910.

Third, an analysis of these figures will show that the manufacturers have been working principally on domestic wools, and that the supply of domestic wools now on hand will not supply the current demands throughout the coming season. Therefore, it will be necessary for the manufacturers to pay prices for the domestic fleece up to a point high enough so that they come in competition with wools that can be imported from abroad under the present rates of the Payne Law.

This last statement is corroborated in a measure by the fact that during the last weeks of November, and the opening week of December, wool was entering into consumption by the manufacturers in Boston, at the rate of 6,000,000 pounds or more per week. This too at an advance of from 8 to 15 per cent over the prices that prevailed ninety days ago, and at an increased consumption of over 200 per cent.

American wools are to-day the cheapest in the world, as will be shown by the following comparisons, taken from the "Commercial Bulletin" of Boston, on December 2d. (All figures which are given are from the same source. The Bulletin is an authority).

	Foreign	Price	Domestic	Price
Cmbg....	64s	75	Ohio Delaine	60
Cmbg....	56s	59	Ohio ¾	49
Cmbg....	46s	51	Ohio ¼	44

These prices are of course on a scoured basis. The Territory wools are proportionally as cheap. The average lower price of our domestic wools is at present about 18 per cent below the foreign.

The foreign wools in bonded warehouses for the year 1911 were only 42,806,251 pounds, as against 76,514,161 pounds for 1909. This is a tremendous decrease, and tells its own story in favor of the American producer. As a further evidence of the low price of American wools to-day, we will quote the following Boston average prices which show a decline of 25 per cent from the corresponding date, about December 1, 1909:

Grade	1911	1910	1909
OHIO (Grease)—			
½ Blood Combing....	26	30	37
¾ Blood Combing....	25	30	37
¼ Blood Combing....	25	30	37
Unwashed fine.....	21	23	26
MONTANAS (Scoured)—			
Fine Staple.....	60	65	78
½ Blood.....	56	61	74
Fine & Fine Med. Clo..	52	56	69

These comparisons are valuable when we remember that in 1909 with a treat of tariff revision the domestic wools had already begun to shade under foreign prices for competing wools.

It had been freely predicted that at the last London sales prices would be materially lower for foreign wools. However, the trade was disappointed, and there was an advance instead. This advance has now spread to the primary markets in Australia, New Zealand and South America, so that we need look for no serious competition from those sources, in the way of lower prices, for some time to come.

The net conclusion from these comparisons and facts leads us unerringly to the statement that the growers have it in their own hands to enforce an appreciation of wool values to the extent of 20 to 25 per cent during the present season. This advantage, however, will be lost if growers and bankers become panicky concerning suppositious clauses and ignore the commercial facts and force sales on the dealers at prices materially below those warranted by actual conditions.

This is the whole thing in a nutshell: Foreign competing wools cannot be imported at a profit until the American product has advanced 20 to 25 per cent in price over present quotations.

#### AD VALOREM DUTIES.

It seems hardly necessary to again call attention to the injustice and dishonesty of ad valorem duties, as applied to wool. We know that every wool grower in the country who understands this form of duty is unalterably opposed to it. Probably 95 per cent of all woolen manufacturers are opposed to ad valorem duties, but there still remains Edward Moir, of the carded woolen manufacturers, standing as the lone sentinel in favor of ad valorem. His endorsement of ad valorem might be taken seriously were it not for the fact that in the tariff hearings three years ago, page 5484, Mr. Moir made the flat statement that a duty upon the scoured basis was fair to all concerned; Mr. Moir, in pleading for ad valorem made the following statement:

"The woolen manufacturers demand a square deal, and that can be gotten by ad valorem duties. The only other method of putting all on an equal basis would be by ascertaining the loss through a system of conditioning houses, for payment of duties made on the clean product. The difficulty in this plan is to get fair samples of wool, so as to get an accurate return of clean wool. Wool has well known values the world over, and values can be ascertained from week to week. IT IS BOUGHT ON AN ESTIMATE OF WHAT IT WILL YIELD AND THE WOOL BUYER IS WONDERFULLY ACCURATE IN HIS JUDGMENT."

It will here be noted that Mr. Moir be-

lieves that the payment of duties on the clean pound would "put all on an equal basis." What more can he ask. It will be noted that his only objection to this plan, is the difficulty of getting "fair samples of the wool." He then proceeds to answer his only objection to this form of duty, by saying "the wool buyer is wonderfully accurate in his judgment."

We wonder if the custom officer could not also be wonderfully accurate in his judgment when the wools are imported on the scoured basis?

Mr. Moir has here endorsed the scoured basis, and then raised the only objection to it he could find, and proceeded to answer his own objection in a most effectual manner. Were it not for the fact that Mr. Moir is now objecting to this form of duty, that he declared to be fair three years ago, we should deal no further with it.

Mr. Moir says the difficulty with the scoured basis would be to obtain fair samples of wool for test. We wonder how he knows; because we are informed that he is not a wool importer and never has been. Such wool as he uses he buys on the scoured basis from some wool commission firm, and he never bought a pound on any other basis in his life. Yet, he insists that the Government should do business on a different basis. Since Mr. Moir is not a wool importer, his testimony as against that of many actual importers, and others who have investigated the subject far more thoroughly than Mr. Moir, is not of much value. The Tariff Board made a thorough investigation of this form of duty and unqualifiedly endorsed it.

Now the same Board found that ad valorem duties, such as Mr. Moir advocates, led to fraud upon the Government and the wool grower, and possessed special advantages for certain special interests. The argument presented by the Board against ad valorem will convince every one, except the free trader, that this form of duty is a fraud upon those desiring protection, as well as all the people of the Nation. Nearly every free trader favors ad valorem duties, and at times we have strong suspicions that Mr. Moir is himself a free trader. He has no serious objection to free trade in wool.

In fact he testified that the Wilson Bill was satisfactory to him. We, however, believe that Mr. Moir stands alone among the manufacturers in this position. Most of them, in fact the greater majority of them, recognize the justice and necessity of a protective tariff upon wool as well as upon woolens.

#### NEEDED—A NATIONAL BOUNTY LAW.

No person can investigate the immense losses sustained by this nation through the depredation of predatory wild animals without appreciating the influence such losses have on the price of meat foods. It

has been shown that fifteen million dollars worth of food producing animals and poultry are annually destroyed by wild animals. It is not only the immense loss of these animals that is of serious importance, but such loss can be multiplied many times when the future is taken into consideration. For instance, a heifer calf is killed by a wolf or coyote. This not only means the immediate loss sustained in the destruction of the heifer, but it means that the productive power of one animal has been destroyed for all time in the future. Had this heifer not been destroyed she would, at the age of 2 years, have become a producer, and would have produced six calves during her productive period. Assuming that these calves would have been marketed at 3 years of age, at the average value of \$40, we find that the loss of this one heifer has meant a loss to the nation of \$240. The destruction of this coyote, therefore, would have increased the beef supply to the amount of six beef animals. This is not an exaggerated case, for hundreds of thousands of similar cases actually occur every year.

All of these losses are not confined to the cattle and sheep breeders, but the small farmer is also seriously injured. In the Western States it is impossible to raise turkeys, ducks or much of any kind of poultry, on account of predatory wild animals. These losses are reflected in the market price of poultry and its products.

Some may say that this is a matter to be handled by the States and the farmers in those States. But such argument shows ignorance of the conditions obtaining in the West. These predatory animals do not breed or live upon the farms or ranches, and fully 90 per cent of them have their breeding grounds in the mountains or the foot hills, known as the Public Domain, and now almost entirely withdrawn from settlement. The Government maintains these breedings grounds, and by regulations establish conditions favorable to the propagation of predatory wild animals.

Of course, it must be the duty of Western States to provide bounty for predatory wild animals, but the States alone can not solve this problem without the co-operation of the Federal Government, which is in a large measure responsible for the existence of such animals.

This is something that interests all the people of the nation, for it affects the food supply of all the people. Under such circumstances our Congress has not done its full duty until it enacts a Federal bounty law, and assists in destroying a plague which is increasing the price of the people's food, and which is bred and maintained upon its own lands.

#### WHY ATTACK WOOL?

It seems more than passing strange that the tariff on wool should be the object of attack of every muckraker in the country.



The popularity of the subject, however, is best explained by the fact that these writers must have some popular subject in order to excite the prejudice of the masses. All of the people wear woolen clothing, and, therefore, by charging the tariff on wool with greatly increasing the cost of such clothing, it is very easy to create interest in this subject, and thus make these magazine articles more remunerative to the contributors.

Since Winona these muckrakers have poisoned the minds of the people against the American wool grower, until to-day nine out of ten think that the high price of clothing is due to the tariff on wool. More than 90 per cent of the people to-day believe that the wool in a \$25 suit of clothes brings the wool grower at least \$10. What are the real facts?

The report of the Tariff Board shows that from a suit of clothes that retails at \$23 and up, the wool grower receives \$2.23, as his share. But in order to get \$2.23 into a suit of clothes, the Board used wool for which the wool grower received 23 cents per pound; yet on another page of the report the Board gives the average price of wool at 16 cents per pound and not 23 cents. The Board shows that it required nine and seven-tenths pounds of wool to make this suit, and had they used wool of the average price, instead of the highest priced wool, it would show that on an average the wool grower is receiving \$1.55, instead of \$2.23, for all the wool in a \$23 suit of clothes.

Any one, who cares to be honest, can soon learn that the tariff on wool is not placing any burden upon the people. For instance, during the past eighteen months wool has fallen in price, but on the other hand the price of cloth has advanced at retail. How is this to be explained if the price of wool controls the price of cloth, as these writers insinuate it does?

Unfortunately the wool grower has little hope of getting the truth before the people, for the newspapers and magazines dare not tell the true story on account of their advertisers. The retailers and the jobber, the men who advertise in these periodicals, are the ones responsible for the high cost of clothing, yet not a single voice has been raised against them.

Recently I wrote an article on the sheep industry for a daily paper of large circulation. In this I showed what the grower received for the wool; what the manufacturer received for the cloth, and what the retailer and dealer sold the suit for. But, for some reason or other, this part of my article was not published. All the rest of it was published. Could it be that the clothing advertisements in this paper were the reason for cutting out that part of the write-up which showed the profits of the jobber and retailer?

The report of the Tariff Board shows that the retailer on a \$23 suit of clothes has more profit than the wool grower re-

ceives for his wool, and the manufacturer for his cloth, both combined. Why will not some of these papers tell the people the true story?

#### ORGANIZING THE GROWERS.

The Census of 1910 shows 610,000 wool growers in the United States. What a powerful army this would make if once organized for its own protection. Just imagine the political power it could wield in seeing that its own industry was dealt with fairly and squarely in the halls of Congress. The wool growers of this country elect twenty-four Senators and more than 100 Congressmen; yet many of these representatives forget them when it comes to legislation.

Take Ohio with her 72,000 wool growers. What a power these men hold if they would only use it. At the present time they are not well organized, and have not stood together for the protection of their own interests. They see their error now, and all over that State small organizations of sheep men are being formed. President Gooding of the National recently addressed a meeting of these growers at Delaware, Ohio, and nearly every one of them joined the National Wool Growers Association. Since then, organizations have formed in seven counties, and President Gooding has addressed them all, and assisted them in organizing. These growers of Ohio are being organized into a fighting machine that will demand that their rights, not alone in legislation, but in all matters of concern to their industry, be fairly dealt with. During the present month more than sixteen hundred wool growers have been added to the National through affiliation.

Many years have our sheep men stood idly by and seen their industry assailed from every quarter, and this attack has gone on in one form or another, until to-day they have been brought to the verge of bankruptcy. Now, when it is almost too late, they are going to organize.

The wool growers are beginning to sit up and take notice. The failure of Congress to pass a tariff bill giving them the difference in the cost of wool production between this country and Australia, has caused them to realize that they can not get justice unless they stand together in a mighty organization and demand it. The American wool growers have never asked anything but a square deal. That is all they ask to-day.

#### TRUSTS.

The prosecution of the great trusts of the country has for some reason or other, not excited much enthusiasm among the masses of the people. Possibly this is because they have little confidence in the ability of any Court, under existing laws, to effectually bring about reforms in our trust management that would be of appre-

ciable benefit. The dissolution, by legal process, of the Standard Oil Company means nothing to the consumer. In fact had it not been for the newspapers he would never have known that it had been dissolved. The division of one big trust into thirty small trusts, with the same men holding the stock of the thirty that previously held the stock of the one, can have no other effect than to increase the expense of doing business. This increase will be paid by the consumer.

The man who studies the trusts generally concludes that they are a natural product of business economy. Almost every industry in the country is doing, or trying to do, just what these great corporations have been trying to do. The laboring men have their unions, for the purpose of increasing the value of their labor. The farmer has his Grange which tries to bring him better prices for his product. The storekeepers in every little city in the country, have their combinations to keep up prices and keep down expenses. The medical doctors have their trusts to control prices. In fact all of us that are at all organized, are trying to do just what the Standard Oil Company has done.

It has been said, with some truth, that competition as ordinarily practiced, is a relic of barbarism, that should find no place in progressive society. Competition makes prices higher, and certainly it degrades the standard of our citizenship. It is not to be desired.

No one can defend the methods used by many of these trusts, both great and small, to attain their ends. The practices of some of them have been positively criminal, and should find punishment in the penitentiary. But the fact that men have been dishonest and used unfair methods to attain their objects, is not a sound argument that the trusts are all wrong. The principle may be right, even though it has been abused by most of the people who have applied it.

What we need in this nation is co-operation, not competition. The bigger the combination is the better, so long as it plays fair with all the people, and if it does not play fair, the people must have the right, and the power, to make it do so. It is foolish to expect a square deal to either labor, the producer, or the consumer, from any of these large uncontrolled corporations; and what we need, more than anything else, is not their prosecution, but the enactment of legislation that will place them absolutely under the control and direction of the Federal Government, and thus give all the people the benefits that might result from the economy incident to large combinations.

In ordering your twine for this year, be sure you order a hard glazed twine, either paper or India. The time has come when we must improve our methods of packing our wool.



## What the Sheep Industry Means to The East

Address by A. J. Knollin Before National Wool Growers Convention, Omaha

**T**HE subject upon which I am to speak, "What the Sheep Industry Means to the East," we may well divide into three topics at the outset:

First. The Production of Wool and Mutton on the Farms of the East.

Second. The Preparation of These Products in the Factories of the East for the Use of the Consumer.

Third. The Beneficent and Sentimental Aspect of the Sheep Industry, Aside from Its Monetary Value.

As usual the Program Committee has assigned me a subject that requires dealing with statistical figures. My source of information for the figures I present may be questioned. Part of them I obtained from the Statistical Abstract of the United States, and as for the rest I can best account for them by relating the following anecdote: In a southern town an old negro was on trial for slander. Her gossip and scandal stories were the worst in the village. "Now, mammy," began the old judge, "from whom did you first hear this choice bit of gossip?" "Ah doan't know, sah? Ah'm sure Ah heard it somewhere." "But can't you remember the person who told you?" continued the judge. "No, sah! It may have been de deacon, it may have been mah ol' man, or Ah may have been talking to mahself, but Ah heard it somewhere."

It is said that "figures don't lie," but according to the Hon. Champ Clark, who is quoted as saying in a recent address at Fremont, Neb., that "the men who testified before the Ways and Means Committee and the Tariff Board were the biggest set of liars since the time of Annanias," liars can figure, and therefore the anecdote should be pleasing to Mr. Clark.

In considering the "Production of Wool and Mutton on the Farms of the East" we may, I think, assume that all States where sheep are kept entirely on the farms come within our subject. We naturally inquire, first: How many sheep are there on farms? and second, What is their value? Our last available report, Jan. 1, 1910, shows a total of 18,600,000 in round numbers, worth on an average of \$4.45 each, amounting to \$82,770,000. I have made a division in order to draw attention to the localities where the industry is most important and also most backward. In the New England and Eastern States, Maine, New Hampshire, Vermont, Rhode Island, Massachusetts, Connecticut, New Jersey, New York and Pennsylvania, we have in

round numbers, 3,000,000 head, valued at \$4.70 per head, \$14,100,000.

In the Southern States, Delaware, Maryland, Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Kentucky, Tennessee, Alabama, Mississippi, Louisiana, Arkansas and Oklahoma, we have 4,300,000 head, valued at \$3.40 each—\$14,620,000.

In the Northern and Middle States, Ohio, Illinois, Indiana, Michigan, Minnesota and Wisconsin, we have 8,900,000 head, valued at \$4.80 per head—\$42,720,000.

In the West Central States, Iowa, Mis-



HON. A. J. KNOLLIN, Eastern Vice-President,  
Chicago, Illinois

souri, Nebraska and Kansas, we have 2,400,000 head, valued at \$4.72 each—\$11,330,000.

We find by this division that the production of wool and mutton is of the greatest importance in the group of Central and Northern States—Ohio, Indiana, Illinois, Michigan, Minnesota and Wisconsin—having nearly half of the sheep in the East and representing nearly half of the value. The West Central States have the fewest numbers—2,400,000. Next in importance in numbers is the Southern group, having 4,300,000. Their value, however, about equals New England's three million head, the former having an average value of \$3.40 per head, and the latter of \$4.70.

I believe it is conservative to assume that for each sheep there is an investment in land, buildings and other equipment,

for its maintenance and proper care, of \$6 per head—\$111,600,000—which added to the value of the sheep amounts to \$194,370,000. This sum represents the investment of sheep on farms. We will briefly sum up the expenditures necessary. Four months' average Winter feeding will require one and one-quarter pounds of corn and two pounds of clover hay, or its equivalent, per head a day, to maintain grown and growing sheep in good condition, which at the present value of 62 cents per bushel for corn and \$10 per ton for hay would amount to 2.375 cents per head a day, or

\$2.85 per head for four months. In order to secure a net income of 6 per cent on land valued at \$75 per acre, we would require four and one-quarter sheep to the acre and ½ cent per head a day for pasturing them for 245 days, and this would bring the annual expense of pasture and feed up to \$4.025 per head. To the inexperienced this estimate of cost may seem large. It is, however, but a little over 1 cent per head a day, and includes the maintenance of lambs. Should a farmer experienced in handling sheep doubt this, it would be my pleasure to learn a more economical system from him.

We find the sheep business means a market on the farm, the best of all markets, for \$75,865,000 worth of farm produce, provided there can be obtained cost for these products. This is a matter worth considering. Besides our cost of feed and pasture, we can closely estimate other expenses—taxes 6 cents each, salt 2 cents each, depreciation and loss on rams 10 cents each—a total of 28 cents per head, amounting on 18,600,000 sheep to \$5,208,000. Nothing has been added for labor. We

will assume that this item is fairly offset by added fertility to the soil. A 7 per cent earning on the investment, however, is certainly necessary, if we would maintain the value of sheep husbandry at par, which on an investment of \$194,370,000 would amount to \$13,605,900. This item and our item of \$5,208,000 we add to our feed expense. We find our total expense aggregates \$94,678,900. To offset this enormous expense we have only the products—wool and mutton. The clip in the locality we are considering for the year 1909 in round figures amounted to 48,300,000 pounds of scoured wool. The value was 48½ cents per pound, amounting to \$23,445,000. Of our 18,600,000 sheep on hand, we will estimate 75 per cent or 13,950,000 to be ewes of breeding age, and we may, I think, estimate 80 per cent of lambs ma-

tured, which will be 11,160,000 head. From this number we will deduct 933,000 head—the number necessary to make up for the death loss, estimating 5 per cent per annum, and we now have 10,200,000 head net increase. Part of this increase must be used to take the place of aged ewes. The aged sheep, however, have value for mutton. We will assume that the average weight of lambs and sheep sold is eighty pounds at an average market value of 6 cents per pound—\$4.80 each. Deduct 30 cents for expense of marketing gives us a net value of \$4.50 each. You will remember we found the average value of our sheep to start with to be \$4.45 each, therefore we have, without doubt, estimated the returns of sheep and lambs sold at as high a figure as could be expected, one year with another. We find now that we may expect to maintain our flocks and dispose of 10,200,000 head of surplus stock at an average of \$4.50 per head, amounting to \$45,900,000. Adding our wool receipts of \$23,445,000, we obtain for products \$67,345,000. We estimated the cost of production to be \$94,678,000, which would leave a deficit of \$27,333,000. I regret this unfavorable showing, but cannot arrive at more favorable results, taking as a basis the market value of sheep and wool during 1910 and the present efficiency of production. In order to meet this deficit, we would require 40 per cent more for our products. Instead of 48½ cents per pound for scoured wool, we should obtain 70 cents per pound, and for our sheep and lambs we should obtain about \$8.40 per hundred weight. Even at these prices, living prices for the sheep industry, the consumer could hardly feel overcharged, as the wool in an average weight all-wool suit would bring the producer but \$2.70, and the meat would average to cost the wholesaler but about 14 cents per pound.

It is, however, possible for the producer to make up a part of the deficit shown by greater efficiency. We should not economize to the ultimate injury of the flock. It would be false economy that would withhold the proper care and necessary feed to at all times keep the flock in a thrifty condition. Sheep that are permitted to run down in flesh produce imperfect wool and become an easy prey to disease. We may, however, as producers, with great advantage I am sure to the sheep industry, and of course to our own profit, study breeds of sheep as to their adaptability to different localities, then stick to the breed best suited, thereby obtaining products that are uniform. This can only be done by all working together, having in view that all products shall be equal to the best. We may hope for better prices when we are prepared to furnish our manufacturers with a long line of uniform wool, and our packers with sheep and lambs that are uniformly good.

Mr. Harding, of the Fairmount and Teconey Worsted Mills, who has addressed our association a number of times, tells us that there is not enough wool produced in the United States above 70's to supply his mills, and therefore he is forced to buy foreign wool.

We must acknowledge that in the grind of the ever narrowing of our margin of profit by world competition, the full development of our opportunities is of equal importance with a protective tariff. The average grease weight of the wool from the sheep in the territory we are considering is 6.08 pounds; the scoured weight, 2.6 pounds, showing a shrinkage of 57.3 per cent. By careful selection in breeding, I believe it is possible to bring the average shearing up to eight pounds per head, and reduce the shrinkage to 50 per cent. That would mean four pounds of scoured wool to the fleece instead of 2.6 pounds—an increase of over 50 per cent in the scoured weight of our fleece.

A moment ago I said that the producer should receive 70 cents per scoured pound for wool in order that the sheep industry might live and at this price the consumers could hardly consider themselves overcharged as the wool in an average suit of clothes would fetch the producer about \$2.70. Having just noted the actual value of wool, \$.485 per pound, it will be of interest to learn what the wool now really costs in a suit of clothes. The average weight of the cloth in the average man's suit is fourteen ounces to the yard and three and one-half yards are required. Allowing 25 per cent for waste from scoured wool to cloth we find that 3.85 pounds scoured wool is required, and its value \$.485 per pound makes the cost \$1.85. On a basis of 57.8 per cent shrinkage on wool from its natural condition as shorn from the sheep to the condition ready for the top makers (this process being the combing process, straightening out the fibres preparatory for the spinner) we require 9.07 pounds of wool and its value, on a basis of \$.485 per pound clean, is \$2.05 per pound, and on this basis the grower receives \$1.85 for the wool in the average suit.

As a salesman on the market, I have had experience in selling all sorts of sheep and lambs and I know there is opportunity for better results. Hundreds of thousands of dollars are lost every year through neglect in "trimming" lambs. This is such a simple process, and a fault that has been so repeatedly pointed out, that I am prone to believe that we are on the point of more care in this very important matter. Another source of waste is the indifferent manner in which wool is prepared for the market. It should not be permitted that foreign matter of any description, other than the natural grease and dirt incident to the wool, be sacked. I have pointed out opportunities for improvement briefly as

time will not permit of my going into details.

The production of wool and mutton on the farms of the East means capital invested in business of \$194,370,000, and an expenditure for maintenance of \$94,678,000, the main item of which is feed, amounting to \$75,865,000. We show that the benefit to the land through increased fertility is of great importance, offsetting in value the labor account, which at a conservative estimate would amount to 60 cents per head, or \$11,160,000 per annum. Too great importance cannot be laid on this feature of the industry. We require more food products from year to year to keep pace with our increasing population; to produce them it is necessary to keep up the fertility of the soil. It is a well known fact that farms where sheep are kept year after year not only retain their fertility but produce more abundantly each season. We find further, and it is greatly to be regretted, that the production of wool and mutton means a deficit, on the basis of the present market value, of \$27,333,000. This is the one bad feature that we have encountered. As producers, we must strive for greater efficiency, for which I think we must admit there is room. To obtain the best results, our industry must be as stable as possible. The varying natural causes, such as drouths, severe storms, money stringency and kindred hindrances to prosperity, are enough to burden this great industry without drawing it into politics every time our Legislature convenes. President Taft is to be commended for his efforts to protect business affected by the tariff from the uncertainties that have depressed it every Presidential election. It is surprising that there should have been opposition to the President's plan for a permanent non-partisan Tariff Commission. Honest business men heartily favor the plan; they have no fear of facts. The opposition came, of course, from politicians and theorists who do not have knowledge gained by actual experience. It is never safe to follow theories in a large way until proven in a small way by practice. To illustrate, is it not safer that our tariff law be based on the knowledge gained by careful research, such as the Tariff Board is making, rather than by political pulling and trading, or as suggested by the Hon. Champ Clark, who is quoted as saying that he could, with the help of the Ways and Means Committee, revise the entire tariff schedules in a week? The prosperity of the wool and mutton industry depends upon needed protection from the encroachment of foreign products, produced on cheaper land and with cheaper labor than we desire ever to see in this country. It is to be hoped, too, that ways will be found for narrowing the present wide difference between what we obtain for our products and the ultimate cost to the consumer. And it is to be hoped that



in the solution of this problem no legitimate interests will be injured. Our home markets are our best markets; our well paid laborers our best consumers. We need our manufacturing and packing house industries for the markets they afford, and for the laborers they employ.

The second subdivision of our subject is "The Preparation of These Products—Wool and Mutton—in the Factories of the East for the Consumers."

According to the last Federal Census available, 1908, there were in the United States 913 woolen and worsted mills with an aggregate capital of \$415,465,000 and an aggregate value of products of \$419,826,000. These 913 woolen and worsted mills employ an average of 168,237 persons with an annual payroll of \$65,375,956. Also we have 139 carpet and rug, forty-three felt goods and thirty-one woolen hat mills, with a capital of \$90,858,000 and an aggregate value of products of \$87,390,000, about 45,000 employees and an annual payroll of \$16,470,000. We have thirty-four wool-pulling and twenty-seven wool scouring establishments with an aggregate capital of \$3,721,745, 779 employees, a payroll of \$397,811, and an annual aggregate value of products of nearly \$2,000,000. Practically all of these factories are in the East. The sheep industry is the basis of their existence, and therefore it means to the East the operation of 1,187 factories with an investment of \$510,044,745 capital, employing 214,010 persons, having an annual payroll of \$82,243,767, and an aggregate value of products per annum of \$509,216,000. The employment of labor and capital is very difficult to follow through all the avenues of trade into which wool enters. We have the wool dealers with millions of dollars invested and a large number of employees; upholstery establishments, into which wool enters in part; the service of men in the operating and traffic departments of our railroads, down to the freight handlers and teamsters. Then we have our garment makers, wholesale and retail establishments, salesmen within these establishments, and the drummers on the road. It would be very interesting indeed to know the exact amount of capital used and the number of persons employed and the salaries received in handling wool from the time it is shorn from the sheep's back until its final destruction. We would have church rummage sales, rag pickers and shoddy workers in the final round-up. We will estimate the unnumbered workers and those who spend but part of their time on a basis, however, of full time, 500,000—and the capital invested at \$500,000,000, with an aggregate annual payroll of \$20,000,000. I believe you will accept this estimate as conservative when I make it known that according to the Federal Census over one-half of the capital, value of

products, employes and wages paid, that I have estimated are used in the making of men's and women's clothing. We will sum up the importance of the wool industry to the East in round numbers: Persons employed, 714,000; annual payroll, \$102,000,000; aggregate of capital employed, \$1,010,000,000; and an annual aggregate value of products of one and one-half billion dollars.

We have in the East another great industry, converting sheep and lambs into meat and distributing same to the consumers. In this industry complete data cannot be obtained. In the matter of distribution to the consumer, we encounter the feeder, the man who makes a business of fattening sheep and lambs; the railroad companies, in the haul to the market of the live sheep and lambs, and the haul of the meat from the central slaughtering plants to points of distribution; the Stock Yards Company and the wholesale and retail dealers with their delivery wagons. In all of this work we find that labor and capital are otherwise used at the same time. We may, however, assume that 12,000,000 sheep and lambs are slaughtered annually in the East, producing an average of forty-five pounds of meat to the carcass—540,000,000 pounds—having a value of 10 cents per pound, \$54,000,000. The value of the by-products, pelts, tallow, etc., should average \$1 each, making a total value of \$66,000,000. There are probably 3,000 persons employed in this industry, while indirectly employment is given to other thousands, tanning the pelts, manufacturing gloves, shoes, belts, and other innumerable useful articles from the leather. The sheep furnishes employment to the chemist in our laboratories preparing invaluable medicinal remedies, as pointed out by our Secretary in the October WOOL GROWER in his excellent article, "The Sheep's Contributions." We will pause here, not attempting to enumerate further what the sheep industry means to the East. The figures given prove it to be one of the most important industries we have. Including growers of sheep and wool, on the basis of fifty head being the average number owned, we find more than one million persons directly interested and employed. We find our people are furnished at a very reasonable cost with warm and serviceable clothing, and a large amount of the most wholesome and nutritious meat known. We learn that the sheep industry means much more to the East from a manufacturing standpoint than from the producing end, not only using the wool produced in the East but using all the wool produced in the entire United States, and an equal amount imported. It is self-evident that we have great possibilities of growth. We should produce more sheep and wool, all that our people require, if you please, and not let this great industry

be given over to foreign nations, as advocated by Richard Washburn Childs, author of an article entitled "The Setting Hens" in one of the December magazines; by Mr. Ogden and Ida Tarbell in their various flambeau magazine articles, and even our illustrious and beloved citizen, William Jennings Bryan, tells us that unless our sheep industry can live in competition with the world we better let it die, rather than protect it at the expense of the consumer. Even Mr. Bryan, eminent student that he is of economic conditions, evidently does not realize that to reduce production here means greater competitive buying in foreign markets, resulting ultimately in higher cost to us from the fact that there is a world shortage of wool.

The third and final topic, "The Beneficent and Sentimental Aspect of the Sheep Industry Aside from Its Monetary Value." This feature of the industry we find mentioned many times in the Bible. Poets and painters have used the sheep and the lamb as symbols of purity and innocence in song and picture. Of all our domestic animals, sheep are the most dependable upon the care of the shepherd, and there is certainly no domestic animal more interesting to care for. They are naturally clean and dainty about their eating, and yet no animal eats a greater variety of what we might term waste vegetation. This habit makes them valuable on the farm. They seem to delight in trimming out fence corners and waste places. A weed has but a slim show of reaching maturity in a sheep pasture, especially if the sheep has a chance in the early life of the weed.

A few good sheep on a farm are attractive. Their care gives a variety to the work and no animal will convert into a profitable product more coarse waste food than sheep will. The Honorable Secretary of Agriculture of Kansas, Mr. Coburn, will probably disagree with this, having placed the pig first as a conservator of waste. Mr. Coburn tells us: "The pig gets one luxury—dishwater." "Dishwater," he says, "contains preserves, molasses, pepper, tomatoes, milk, onions, steak, gravy, pickles, grease, cheese and exiled dish rags; it is sour and sweet; wholesome and toothsome." He further says: "Napoleon lost Waterloo because his army had soup and the English, bacon. If we wish to conquer in battle, or rise to the glory of poetry and song, we should feed our fodder to the cattle and eat pork and beef ourselves." This is an extreme illustration of utilizing waste, but if such beneficent results are obtained by feeding the pig swill and then eating the hog, as are stated by Mr. Coburn, it appeals to me that by eating lamb chops, juicy roast mutton and lamb stew and dumplings, we would grow quite away from things earthly and rise to heavenly thoughts and actions.



"Say, ye that know, ye who have felt and  
seen  
Spring morning smiles, and soil enlivening  
green,  
Say, did you give the thrilling transport  
way,  
Did your eyes brighten when young lambs  
at play  
Leaped o'er your path with animated pride,  
Or gazed in merry cluster by your side?

"A few begin a short but vigorous race,  
And Indolence abashed, soon flies the place,  
Thus, challenged forth, see thither, one by  
one,  
From every side assembling playmates run;  
A thousand wiley antics mark their stay,  
A starting crowd, impatient of delay.

"Like the fond dove from fearful prison  
freed,  
Each seems to say, come let us try our  
speed;  
Away they scour, impetuous, ardent, strong,  
The green turf trembling as they bound  
along;  
Adown the slope, then up the hillock climb,  
Where every mole-hill is a bed of thyme.

"Then panting, stop; yet scarcely can re-  
frain,  
A bird, a leaf, will set them off again;  
Or, if a gale with strength unusual blow,  
Scattering the wild brier roses into snow,  
Their little limbs increasing efforts try,  
Like the tom flower the fair assemblage  
fly."

#### T. D. BURNS PUTS CRIMP IN BRYAN.

Thomas D. Burns, State Senator from Rio Arriba County, has done a great deal for New Mexico if nothing more than to show up the insincerity of William Jennings Bryan on the "wool question."

Mr. Burns contends that the sheep grower is not to blame for the present high price of a pure woolen suit of clothes. He contends that the amount of wool in a medium suit of clothes would not weigh more than TWO or THREE pounds and the wool would not cost more than \$1.74 (at 58 cents a pound.) What a ludicrous figure \$1.74 cuts in a \$50 or \$75 suit of clothes and everybody knows that \$50 to \$75 must be paid for a pure woolen suit in this country.

Mr. Bryan, editor of the Commoner, had scored the Democrats of the House for not voting for free wool and Mr. Burns took him to task, for his remarks about the Democratic party scared by a "few sheep growers."

In a letter to Mr. Bryan, Mr. Burns pointed out the Commoner's apparent inconsistency.

As proof of it, Mr. Burns sent Bryan a check for \$75 to buy the best suit of woolen clothes to be had in Lincoln, Ne-

braska, asking the statesman to note where the money went to make the clothes and how much of it went to the sheep men who furnish the wool.

#### Mr. Bryan Dodges.

Mr. Bryan, thus cornered, evaded the question and returning the check, which he would not use to give a practical test, he wrote:

"My Dear Sir: I return the check which you send.

"I do not need INFORMATION ON THE WOOL QUESTION, and from the tone of your letter and the pecuniary interest you have in the matter, I think we are not likely to agree on the subject.

"Yours truly,

"W. J. BRYAN."

(Bryan's letter, in his own handwriting, is on file in the office of the New Mexican).

The unanswerable arguments brought forward by Mr. Burns may prove information for unbiased minds and are as follows:

"Hon. William J. Bryan, Lincoln, Neb.

"My Dear Sir—In a recent editorial of yours I notice you score the Democrats of the House of Representatives because they will not vote for free wool.

"You say if the Democratic party is scared by a few sheep growers, they may as well renounce the advocacy of tariff reduction and make an alliance with the Republicans. You say, 'Protection is protection whether for the farmer or the manufacturer and he who believes in protection of any kind is as worthless as the tariff reformer, for he will soon find that the Protectionists must stand together and that he is afraid to touch the tariff anywhere.'

"Now Mr. Bryan, I think your remarks are very unjust. When you say that if the Democratic party is scared by a few sheep growers you impute to them a motive which never entered their minds.

"Do you believe that it is cowardice for a man not to vote for a measure that he does not thoroughly understand and thereby ruin one of the GREATEST INDUSTRIES OF THE NATION and one which gives employment to, you may say, millions of people? How, in herding sheep, shearing, packing, transporting the wool to market, then sorting, scouring, spinning, measuring and then making it into cloth.

#### The Sad Cleveland Days.

"Under Cleveland's administration we had FREE WOOL AND FREE TRADE.

"It ruined the sheep industry of the United States and in less than three years the flocks were reduced about one-half, the wool commission houses of Boston and Philadelphia would not advance the freight on wool and in a great many cases the sheep commission houses would not advance freight on sheep.

"I am a sheep raiser and I have always given you credit for being honest in your convictions, but that you were, like the balance of the human race, at times liable to arrive at false conclusions. Now, I presume, that your idea is that if the tariff is taken off the wool that clothing will be a great deal cheaper. I hold that the PRICE OF WOOL has very little to do with the PRICE OF A SUIT OF CLOTHES. In a medium suit of clothes which would cost from \$50 to \$75 the cloth would not weigh over three pounds, and the wool that makes that three pounds of cloth would not cost to-day over 58 cents a pound. That would make \$1.74. Now what a ludicrous figure \$1.75 would cut in a \$50 or \$75 suit of clothes.

"But being of the human race myself, I may have arrived at wrong conclusions, and in order to satisfy you and myself, I will make you this proposition. I will make you a present of the best suit of clothes that you can have made in Lincoln. You pick out the cloth, have it weighed and then have it made into a suit of clothes for yourself. You will then have a practical demonstration of the cost of the raw material in a suit of clothes and also the labor. I enclose you a check for \$75 to pay for the suit and if it costs more I will send it to you.

"Now, I am sincere in this matter and would like to have a practical test made by a practical man and wish you would publish the results of the investigation, also your opinion as to the cause of the high prices; whether it is the sheep grower or the men that prepare the wool until it is made into a suit of clothes.

"Yours respectfully,

"T. D. BURNS."

#### DELIGHTED.

Down in Washington rumor has it that ex-President Roosevelt and ex-Forester Pinchot have finally come to the parting of the ways. It is said that the ex-President has at last decided that Mr. Pinchot was a theorist, possessed of little knowledge that was of everyday practical value.

This will be pleasing news to the Western wool growers, for many of them recognize that during the Roosevelt administration most of their trouble over the National Forests came about through the biased advice given the ex-President by the ex-Forester.

Any one having 200 sheep, or less, can become a member of the National and receive this paper for one year, for one dollar. If you have over 200 sheep, the cost will be \$5 per year. The paper will be worth ten times this.

See your neighbor and urge him to join the National Wool Growers Association. This is the only way that we can grow.

## The Fight for Lower Freight Rates

*Address By Victor O. Johnson Before National Wool Growers Convention, Omaha, Nebraska*

Ladies and Gentlemen:

IT IS indeed a great pleasure to be present at this National Convention of the flockmasters of America. It is inspiring to meet here in the metropolis of the valley of the Missouri, the principal gateway of traffic to and from the Golden West—this modern and magnificent city of Omaha. I feel at home here in Omaha, for I was reared in Nebraska. It is a splendid commonwealth, the atmosphere of ambition and the native soil of achievement. I feel at home here. The only time I was ever connected with the press was in 1898 when that genius of newspaperdom, Edward Rosewater, made me a war correspondent for the Omaha Bee.

It is certainly a great pleasure on this occasion to meet the wool growers of America. During the past year, as counsel for the National Association, it has been my privilege to meet many of you in our fight for lower freight rates on wool. We have encountered many difficulties. The attorneys and traffic managers opposing us have not been asleep. They have interposed every obstacle which skill and experience could suggest. They have been persistent, resourceful and adroit. But through it all, we have felt that the wool growers were standing in solid ranks behind us, and would stand firm until the battle was won.

There have been times and incidents in our case which called for firmness and determination, when it was necessary for your officers to shoulder a large measure of responsibility. I could tell you of powerful influences, of flank movements and counter attacks, giving us more concern than the open and avowed enemies in front. I shall not tell this story—rather let it be forgotten. But let me say that through it all your executive officers stood like a stone wall behind us. I am quite sure that if President Gooding should submit his 200 pounds to a physiological examination, the doctors would find 190 pounds of brains and backbone and the rest would be red fighting blood.

I was asked to speak on the subject: "The Fight for Lower Freight Rates." I will confess that I am somewhat embarrassed in handling this subject at this time. The main outlines have been very carefully indicated to you by our President in his annual address. In addition to this, I have reviewed the wool case very fully in *THE NATIONAL WOOL GROWER* and I take it for granted that every one present is a reader of the official paper of this Association. If you are not, you are indeed making a grave mistake, for I feel safe in saying that there is no live stock paper in America edited with the skill and

ability displayed in each and every issue of *THE NATIONAL WOOL GROWER*.

I am also under some restraint at this time in view of the fact that our wool case is now pending before the Commission. An attorney is not at liberty to enter upon a free and full discussion of his cause after submitting it for determination by the Court. It will, however, be a pleasure to indicate to you some of the main outlines of our proceedings, to state what has been done and what yet remains to be accomplished.

Mr. Paul S. Haddock and I were employed by the officers of your National Wool Growers Association on March 1, 1911. From that day the cause has been pushed. There has been no delay.

We filed our case with the Interstate Commerce Commission on the 23d of March, 1911. We brought in as defendants all of the great trans-continental carriers, reaching from our wool producing territory to the Atlantic Seaboard. It is easy to see that tremendous issues are involved. In the eleven far Western States are 35,000,000 sheep, more than 60 per cent of all the sheep of the United States. Their annual wool clip is nearly 175,000,000 pounds, over 7,000 carloads moving across the continent, paying in freight \$3,500,000 a year. We proposed to reduce these charges and save the wool growers \$1,000,000 a year.

It is the most sweeping and comprehensive case ever brought from the vast empire of the West. It embraced all territory west of the Missouri and from Canada to Mexico. Primarily it is the case of the flockmaster, but in a deeper sense it is the cause of every Western producer. Most of our rate litigation has been of the jobbers, by the jobbers and for the jobbers—each city or community seeking an equality with or some advantage over its competitor. This is the cause of the producers, the men who create wealth, and upon whose welfare depends the prosperity of our country. In deciding it, the Commission will necessarily define its policy toward our great agricultural interests. It will be a controlling precedent in future litigation. It will indicate the policy that our great railway systems must observe in dealing with the vast producing interests of our inland empire.

We were signally honored in the numbers and prominence of our adversaries. The carriers called in their ablest counsel and traffic managers. Such men as Judge Dillard of the Harriman Lines, Armstrong of the Great Northern, Scott of the Burlington, Norton and Coleman of the Santa Fe, Wright and Vilas of the Northwestern, Donnelly of the Northern Pacific, Dickinson of the Rock Island, Butterfield

and Connell of the New York Central, and a host of other eminent counsel joined in the defense. Then there was an array of traffic men: J. A. Munroe, Vice-President of the Union Pacific, the most adroit and resourceful of them all, took up the cudgels for the Harriman system. He probably knows as much about railway traffic as any man in America and can invent more excuses and explanations than 100 politicians. He was ably supported by Plaisted, Reeves, Robinson, Toll, Sloan, Houghton, Adams, Webster and a host of others, all eminent in the traffic departments of their respective lines. They came in pairs, in squads and platoons until it seemed they had marshalled a whole battalion for the defense.

We had hearings at Chicago, Albuquerque, Denver, Portland and Phoenix, then back to Chicago and to Boston. There were scores of witnesses from every quarter of the nation. The testimony covers 3,300 typewritten pages and there were more than eighty exhibits consisting of voluminous tables, schedules, maps and charts. The journeys we have taken to attend the hearings and for other purposes would be more than sufficient to encircle the globe. We are near the end, the evidence has been closed, our briefs have been filed and the oral argument will be heard at Washington on January 17th. We believe a decision will be reached in time to govern the movement of the 1912 clip. In presenting this cause to the Commission, we have always remembered that we represented a great industry. We have endeavored to view the complex problem of transportation in a broad and comprehensive manner. We have sought to be reasonable in our demands and to recognize the rights of the carrier, while demanding the rights of the shipper. While insisting upon economy and efficiency on the part of the railroads, we have conceded that it is incumbent upon the wool men to promote that economy and efficiency by careful sacking and heavy loading of cars. We believe that our witnesses have exhibited a spirit of fairness and liberality which will commend itself to the judgment of the Commission.

Wool rates have always been high. During all the years of the wool industry, the flockmasters have contributed many, many millions to the revenues of our transcontinental carriers. They have poured a constant stream of gold into the treasuries of the railway builders and they have done it cheerfully and without complaint. In the early days, high rates were justifiable. Our Western country was an undeveloped desert. The population was small, there were but few farms and no factories. The roads were new; they were not yet upon a

paying basis. It was in the days of light traffic and even the high rates failed to yield a large revenue. But these conditions have passed. Our country has developed, populations have doubled and trebled, cities have been builded, industries have been established, and what was once a desert now blossoms as the rose. The railroads are older, their road bed is seasoned, their tracks are improved and to-day they are carrying a heavier traffic.

In our case, we instituted some comparisons between the density of traffic fifteen years ago and the traffic of to-day. Most of our Western territory is embraced in what is called Group 10; a portion of it is in Group 7. In 1886, we find that for every mile of road in Group 7, there was hauled 227,912 tons of freight; in 1909, this had increased to 726,661 tons, more than 225 per cent. In Group 10, during the same period the increase of tonnage per mile of road had been from 225,738 to 538,969 tons, an increase of nearly 140 per cent.

One of the most important considerations in the economy of freight service is the number of tons that are hauled upon the average freight train. It is evident that where large loads can be secured, transportation is cheaper than where light loading is necessary. We find that in 1896 in Group 7, the average number of tons per train was 160; in 1909, it was 387, an increase of about 140 per cent. In Group 10, the average train had 147 tons in 1896, and had 362 tons in 1909, an increase of nearly 150 per cent. In making these comparisons, we are taking all of the lines in the entire district, branch lines as well as main lines, new lines as well as old lines. If we confine ourselves to the principal wool carrying lines, the comparison is even more startling. The average freight train of the United States, including all lines east and west, north and south, old lines and new lines, main lines and branch lines, hauls 362 tons of freight. We find that the average train on the Union Pacific is 436 tons; on the Oregon Short Line 504 tons; on the O. W. R. & N. 437 tons; on the Great Northern 503 tons; on the Northwestern 793 tons; on the Northern Pacific 434 tons. While most of these lines are single track and cannot reasonably be expected to handle as much traffic per mile of road as some of the two and four track lines of the East, the comparison is not unfavorable. In the average number of tons of freight per train mile, every one of the lines which we have named and which are the principal wool carrying lines of the West, have heavier trains than the New York Central, the Michigan Central, the Big Four, the Nickel Plate or the New York, New Haven & Hartford; and the trains of the Oregon Short Line and the Northwestern exceed the enormously heavy traffic on the Pennsylvania and Erie systems.

There has also been a change in conditions as to revenue. The lines of the West cannot justly make the plea of poverty. An examination of the report for the year 1909 discloses that the average net operating revenue per mile of road in 1909 in the United States was \$3,505. The following figures apply to these Western roads:

Union Pacific.....	\$7308
O. S. L.....	7171
O-W. R. & N.....	4802
Southern Pacific.....	6108
Northern Pacific.....	5367
Santa Fe.....	4202

Thus we observe that the principal wool carrying roads of the West are not poverty stricken but have the most liberal and ample revenues. Since the figures given you, there have been substantial increases on many of our Western lines and to-day they are the most prosperous railroads in the United States, earning more from their operations and paying larger dividends than any other lines in this great country.

In view of these conditions, we have reason to expect that some consideration would be shown to the flockmasters of the West. The high rates that were justified by the scant populations and the light revenues of early days are not justified in the light of present developments, but when we examine the history of the freight rates upon wool, we find that instead of decreasing, in many cases they have largely increased. In Eastern territory the rates from St. Louis, Chicago and St. Paul to Boston, have been increased over 30 per cent in the last fifteen years. There was a time when Western wool moved from the Mississippi River to Boston in carload lots at 44½ cents with similar rates from Chicago and St. Paul. To-day the rate from the Mississippi River is 57½ cents. This is a local any-quantity rate and is applied to the through carload movement of Western wool. There have been many increases in Western territory but in a general way the rates per hundred pounds have remained stationary. But the minimum has been increased so that the carload earnings are vastly greater than they were ten or fifteen years ago. From Montana territory to Boston, the present rate with the same minimum is 20 cents higher than it was in 1896. In 1896, there was a baled rate from La Grande, Oregon, to Boston of \$1.80, with a minimum of 20,000 pounds; now, they have increased it so that the minimum on sacks is 24,000 pounds and the rate is \$2.06.

In 1896, the rate from Colorado common points via Galveston to Boston was \$1.56½ per hundred pounds. Now by the same route it is \$1.67½.

These increases in the published rate per hundred pounds and in the minimum weights, have vastly increased the earnings per car from the wool producing territory to Boston. But there has been a much more

striking increase by the elimination of rebates. In our case, as in many other cases, the carriers stoutly denied that there had ever been any practice of granting rebates, or if granted, they were very small in amount. We called in shippers from the East and from the West, and we showed by evidence beyond the shadow of a doubt that the wool rarely, if ever, moved out of the West on the published rate. Some of the men came and produced their vouchers and claims, showing the amounts of rebates received by them on the movement of wool, and without going into detail, I might say that the general going rate from Western territory to Boston did not exceed \$1.50. There was also evidence that at one time this was cut to \$1.00 or \$1.10 from territory which now pays \$2.13. When the rebates were eliminated, the wool men should have demanded a reduction in the published rate and they should have enforced their demand by appropriate proceedings. When the rebates were stopped and the minimum loading increased, the result is that the Western carriers, in many cases, receive from 50 per cent to 100 per cent more for a car of wool from Western territory than they received fifteen years ago.

The rate upon wool in bales from the Pacific Coast to Boston is uniformly \$1.00 per hundred pounds, whether it moves from Seattle, Portland, San Francisco or Los Angeles. As we recede from the Coast, the rate increases until we reach a maximum about 400 miles east of the ocean line, as at Spokane, Washington, Huntington, Oregon, and Floriston and Needles, California. This maximum is \$2.13 in sacks or bales except on the Santa Fe and the Sunset-Gulf route of the Southern Pacific, where it is \$2.07½. In this strip of country along the Pacific, the rates are constructed on the same general plan. The \$1.00 coast to coast rate is taken as a basis and there is added a local back-haul rate from the point of origin to the Pacific Coast terminal. Thus, where the rate is \$1.85, in bales, from Durkee, Oregon to Boston, it represents an 85-cent local rate from Durkee to Portland and a \$1.00 rate from Portland to Boston. The sack rate in this territory is always 25 cents higher than the bales, so Durkee, Oregon, has a \$2.10 sack rate, \$1.10 representing the back-haul to Portland, the \$1.00 representing the haul from Portland to Boston. It may seem just a little startling to discover that the O-W. R. & N. charges a \$1.10 rate for a westbound haul of 384 miles, while all of the lines together only get \$1.00 for the eastbound haul of 3,295 miles to Boston. Out of the \$1.00 rate from Portland to Boston, the O-W. R. & N. gets a little less than 19 cents—5 cents for its bridge at Portland and 13.6 cents for the haul to Huntington. It does seem surprising that it should accept 14 cents for an eastbound haul of 404 miles and



charge \$1.10 for the westbound haul of 384 miles. Now, when the wool originates at Durkee, it goes directly east through Huntington to Boston, and the strangest thing of all is that for its twenty-mile haul from Durkee to Huntington, the O.-W. R. & N. collects not only the 14 cents division from Portland to Huntington, but also the \$1.10 back-haul rate from Durkee to Portland. Thus it gets \$1.24, or to be exact \$1.236 for an actual haul of twenty miles and the lines east of Huntington get \$.864 for a haul of 2,891 miles. Or to put it in another way, if the car contains 30,000 pounds of sacked wool, the grower pays \$630 to get it to Boston, the O.-W. R. & N. gets \$370.80 for the twenty-mile haul and the other lines get \$259.20 for 2,891 miles. Or the lines east of Huntington get 9 cents a mile and the O.-W. R. & N. gets \$18.54 a mile for the same car. If we take some points further west, the comparison is not quite so glaring, because the rate is lower and the haul is greater. But the lines east of Huntington get \$.864 per hundred pounds to Boston, no more and no less, whether you pay \$1.00 and ship from Portland or pay \$2.06 and ship from La Grande or \$2.32 and ship from Wallowa or Enterprise.

We have taken Durkee and La Grande as illustrations, but the system we have shown applies substantially to every pound of wool that moves out of Oregon and to every pound of wool from Washington, California, Nevada and Arizona, to the wool of southern and western Utah, the wool of western Idaho and to a portion of the wool of New Mexico.

We did not develop these facts without a struggle. The railroads gave up this information only after a long and determined resistance. While the system may seem to you incredible, it would be a mistake to assume that they do not have an explanation for it. In fact, it would be a grave mistake to imagine that there is any situation so startling that the railroads cannot furnish an explanation for it, a plausible and persuasive reason for it all. There is one part of the equipment of our railways that is never out of order. It works twenty-four hours every day. It is never tied up by strikes or laid up for repairs. It is the best oiled and smoothest running equipment on the entire system—it is the explanation machinery of the traffic department. Of all the explanations ever evolved by a traffic manager, the most comprehensive is found in two words—two magic words that answer every question and solve every riddle,—the words "ocean competition."

These two words have become the universal explanation of all the enigmas and puzzles of the Western traffic world. If you were to ask why the rate from Omaha to Portland is often lower than the rate from Omaha to Huntington, the traffic manager smiles at you condescendingly,

pities your ignorance and replies, "Ocean competition." If you venture to suggest that Omaha is not situated on the ocean, he smiles again and reminds you that if there were not a low rate from Omaha to Portland, the rail lines might haul the freight from Omaha to New York, the steamers would haul it to the coast of Mexico, then it would be hauled across Mexico by rail and another steamer would take it to San Francisco, and a smaller boat would take it from there to Portland. You take out your pencil and do some figuring. You find that even if the water haul were free, the rail haul to New York and across Mexico would exceed the direct haul to Huntington. The traffic manager disposes of this in three words, "Distance doesn't count." That is the end of it. "Ocean competition" has been overworked. If you ask the O.-W. R. & N. how it manages to get from twenty to 200 times as much per mile for hauling wool as do the Eastern lines, they answer, "Ocean competition." If you ask why there is a 24,000 pound minimum at Portland and Seattle, and an any-quantity rate at San Francisco and Los Angeles, he answers, "Ocean competition." If you ask why he charges 25 cents more in sacks than in bales, though all the other lines haul the sacked wool on the baled rate, he answers, "Ocean competition." Why, they tell me that some time ago there was a wreck out in Wyoming and a train load of salt was dumped into the Green River. In a suit brought against the railroad company for damages, a traffic man was called by the defendant to explain the accident. It might have been due to the suggestion of salt or auto-suggestion or simply to the force of habit, but anyway, he said "the wreck was due to ocean competition," at San Francisco.

After we reach the maximum rate of \$2.13 to Boston at Spokane, Huntington, Floreston, California, and Needles, California, we discover another peculiar situation. As we go east the northern lines gradually reduce the rate, taking into account the saving in the length of the haul. But on the Harriman lines the \$2.13 looks so good that they stretch it eastward 800 miles across the entire State of Idaho and half way across Wyoming. The Denver & Rio Grande go them one better. In connection with the Southern Pacific, they stretch this \$2.13 blanket from Floreston, California, all the way across Nevada and Utah and to Texas Creek in Eastern Colorado, a distance of 1,300 miles.

When we ask why the saving in service does not justify a decrease in the rate, they answer that distance is not a factor in freight rates and besides they love Idaho and Nevada so well that they do not want to give Colorado, Utah or Wyoming any advantage over them.

So we learned that wool rates should be high because the minimum is low, usually only 20,000 pounds, but an increase in

the minimum to 24,000 pounds would not justify much if any decrease because the average loading is already 28,000 pounds anyway.

They tell us that the prosperity of the sheep men a few years ago justified certain increases, but the adversity of the sheep men to-day is no reason for a decrease. There was no rule that worked both ways. In fact, gentlemen, they had fifty-seven varieties of reasons for high rates, but there could be no reasons for a decrease.

If the Western roads hold their connections down to 9 cents per car mile, that is legitimate and profitable business. If the Commission should prescribe rates on that basis, it would be "confiscation." Gentlemen, you have no idea of the flexibility of these explanations. Mr. Munroe told us that the rates from Omaha to Wyoming points had to be high because it is up-grade and they consumed a lot of steam. Then, I asked him why the rates on the down-grade from Wyoming to Omaha were equally high. Mr. Munroe never moved a muscle or batted an eye when he said in effect: "That down grade haul is expensive, very expensive, because we use up the air brakes."

If we ask why the rate to Boston is the same from Granger, Wyoming, as it is from Ontario, Oregon, 500 miles farther west, they answer, "Distance is no factor in rates." If we ask why Vale, Oregon, must pay \$2.20 as against \$2.13 at Ontario, they answer promptly: "That's easy; the haul is sixteen miles longer." Distance is no factor when you ask a reduction from a nearby point, but it is an unsurmountable obstacle when you ask a reduction at a far-away station.

The rates on wool are practically twice as high as the rates on other products of the West. In our case, we have instituted comparisons of every kind. We have compared the earnings per hundred pounds, the earnings per ton mile and the earnings per car on wool, with every other product of the intermountain region and every comparison shows that the rates on wool are excessive and exorbitant. We have compared the earnings per car on wool to-day with the earnings ten years ago when the loading was lighter and the rates cut by rebates, and it is safe to say the railroads are getting from 50 to 100 per cent more to-day than they were then.

We called upon the carriers to explain why their rates on wool were so much higher than on any other raw product. We took up the various traffic elements that enter into the making of rates and we submitted them to their traffic managers. We called Mr. Munroe's attention to the large volume of the traffic, the uniform carload movement, and the fact that wool required no expensive equipment, no refrigerator cars, no speed, no special cars or attention. He admitted all this but said that these

elements were "not controlling." We pointed out that there was practically no hazard in moving wool—no danger of freezing or rotting or leaking or burning, and that even a wreck would rarely injure it, and that the claims for loss or damage were almost nil. We contrasted this with fruit, vegetables and live stock. He admitted all this but said that these things were "not controlling." I then demanded to know what was the controlling element and he bluntly admitted that in his judgment the principal question in fixing a freight rate is "what the traffic will bear." This was the only justification given by him or by any of the defendants for the system of high rates on wool. They insist that they have a right to levy any tribute they choose upon the producers of the West, provided only that they let us live that we may still produce and ship.

I then submitted this question to Mr. Munroe: "Suppose 18 cents a pound covers the cost of producing wool in Idaho, together with a reasonable profit to the grower; suppose 1 cent a pound covers the cost of transporting it to Boston, together with a reasonable profit to the carrier,—suppose also the wool is worth 20 cents in Boston, to whom does the extra cent belong—to the producer or the carrier?" Mr. Munroe did not have the hardihood to carry his theory of rates to its logical result and demand the extra cent, but that is the basis upon which the present rates are constructed. He admitted, reluctantly admitted, that under those conditions the 1 cent rate would have an element of reasonableness about it.

It will surprise you, my fellow citizens, to learn how hard it is, even after the lessons of the last ten years, for the railroads to realize that they do not own the country, the Government and all.

It has generally been believed that the rates to and from the intermountain country are higher than the rates to and from the Pacific Coast. As a general thing, this is true; in fact, the rates upon the merchandise from the Atlantic Seaboard to the intermountain territory have often been greatly in excess of the Pacific Coast rate and have often exceeded the Pacific Coast rate by as much as 50 per cent. To this general rule, there is one class of traffic which has been a broad exception. I refer to the rate eastbound of the outbound products of the intermountain country. Examining the rates to the Eastern markets upon the things we produce in the West, we discover that as a general rule, our rates are lower than the rates upon the same commodities to the same markets from the Pacific Coast terminals. This is true upon dried fruits and green fruits, honey, potatoes, apples, vegetables, oranges, lemons, sheep, cattle, alfalfa seed, cotton, cattle hair, hemp, hops, malt, and a great variety of other commodities. As to each and every one of these com-

modities, the rates from the interior territory to the East have always been the same or less and have never been higher than the rate from the Pacific Coast. To this broad rule, wool has been a conspicuous exception. Instead of charging us the same or a less rate than is charged from the Pacific Coast, we uniformly pay more than twice as much. After reviewing these various products, I asked Mr. Reeves of the Oregon Short Line if there was any product of the soil or of the factory produced in the intermountain region which carries a higher rate to the Eastern markets to which they respectively move, than do the same products from the Pacific Coast with the exception of wool, hides and pelts. Mr. Reeves answered that he could not think of any other commodity treated in this manner. It is evident that there is discrimination against wool. Congress has declared that our railroads shall not discriminate against any person or against any locality or against any particular kind of traffic.

We believe that we have completely and conclusively demonstrated that the carriers of the West are discriminating and have long discriminated against the flockmaster. We asked the defendants why it was that hops carried a rate of \$1.50 not only from the Coast but from the interior, and with a minimum of only 15,000 pounds produces car earnings of \$225. The average loading of Oregon wool was nearly 30,000 pounds in sacks and at \$2.13 per hundred pounds this produces \$639 per car. Hops are worth 45 cents a pound to-day, wool is worth 15 cents. With all the versatility of their explanations, the carriers have not been able to explain why they may justly charge nearly three times as much for the movement of a car of wool as for the movement of a car of hops.

I shall not weary you by going into detail further. The battle has not yet been won. It may be long drawn out. We are demanding for the wool men of the West that same consideration which the carriers have extended to every other product of the West. We are demanding for the flockmaster of the intermountain territory that same consideration which has already been extended voluntarily or at the command of the Commission to the jobbers and retailers of our country. We must await with patience the result.

In the meantime, the carriers are not idle. They are endeavoring to create public sentiment against regulation. Whenever a period of depression comes, as it has come to the entire nation, we find many reasons for it. The big business interests say that our depression is due to the enforcement of law. The railroads tell us that our depression is due to the regulation of the common carrier. If you go into a "dry" State or a "dry" town, you will be told that the depression is due to prohibition. Every man has his reasons, but you know

and we all know these periods must come. Let us not stay our hand. Whatever may be the cause of our depression in financial circles, it is not due to the regulation of railroads. Every man familiar with railroad history knows that the railroads never were prosperous until the Government began to regulate them into business-like methods.

One of the railway traffic officials at Chicago, admitted that there had been rebates, said that the railroads tried to suppress them but were unable to do so and that when they paid the rebates, they were hoping and praying for the time to come when they could "cut it out." I said to him: "In other words, you were hoping and praying for the time to come when the strong arm of the Federal Government would step in and regulate your business and compel you to conduct it along business-like lines?" He reluctantly admitted that that was substantially the situation. Let us stand by our guns. Let us demand that these great trans-continental carriers, into whose treasuries the wool men have poured millions upon millions, shall now, in the day of their prosperity and our adversity, recognize that you are entitled to that same consideration which has been extended to every other industry in our country.

#### OBEDIENCE TO LAW.

(Continued from page 26).

details and a readjustment or redistribution of powers may be necessary, but the fundamental principles are to be preserved, not destroyed. We do not need a new faith; we need the simplicity, the directness and self-surrender of the old. We do not need a new gospel; we need rather to preach the creed of Washington and Jefferson and Jackson and Lincoln with a tongue of fire throughout the land. We need to have constitutional morality declared as was the gospel of old to the rich and the poor, for against this neither "things present nor things to come" shall prevail. You can no more leave behind the fundamental principles of right and justice, of equality, of old-time devotion to our government and obedience to our laws, without paying the frightful penalty, than a people, however, complex and high their civilization, can abandon the simple pronouncement of Sinai without sinking into utter and hopeless degradation. Choose ye this day whom you will serve, the few, the selfish, the lawless, and see our party continue broken in faction and deserted by thousands of the rank and file, or the interests of the countless thousands, whose hopes and happiness lie in the direction of equal opportunities, of just and equal laws, and see our party take on strength of the days when it defied the arrogant power of slavery and appealed to men's



common sense of justice—now as then, however, to deal not in malice and revenge, in hatred or destruction, but in equity and justice, in protection and security alike for all.

Mr. President, a few days ago I visited the place where Nancy Hanks, prematurely old and broken, nursed and nurtured and cared for the rarest soul yet born under the American flag. As you stoop and enter the hovel and reflect, as you will, upon the squalor and wretchedness which a century ago environed its improvident inmates, and then call up in memory the glory which came out of that cabin, the glory which has since filled the earth, you will feel a deeper reverence and a stronger love for these institutions of ours than you ever felt before. There will come to you and upon you a feeling which both humbles and makes you brave; a yearning to know what is to be the ultimate destiny of a "government of the people, by the people, and for the people." And as you drive away over the sad, red hills of Kentucky—for this is Kentucky's impoverished spot—leaving behind the sensations, the reflections and fancies of the brief hour, and turn your face toward the real world, with its now unsettled, turbulent, distressful conditions—economical, political, social, and financial—you will find yourself involuntarily saying, give us in this hour also leaders with a faith—faith in their own convictions, faith in the efficiency, justice, and strength of our institutions, faith "that right makes might."

#### MINNESOTA WOOL GROWERS MEET.

##### Editor NATIONAL WOOL GROWER:

The meeting of the Minnesota Wool Growers Association, held at the time and place that the Minnesota Agricultural Society met, was quite largely represented. All but one local association in the State was represented. A great many topics of interest to the Minnesota Wool Growers especially, and of national interest also, were discussed quite fully. While the past two years have been very disappointing to the boys from a money point of view, the experience has been gained along the line of organization, making them very enthusiastic, and determined to keep up the organization and increase its effectiveness, and in harmony with the findings of the Tariff Board have passed resolutions demanding 24 cents a scoured pound for wool, and also demanded that there should be a national law enacted, compelling the giving of the percentage of cotton and wool in fabrics of mixed material. The subject of predatory animals was taken up and the necessity for both State and national laws was fairly discussed. The delegates went home more determined than ever to force our Minnesota Legislature to enact a State bounty law for wolves, suf-

ficiently high to induce people to hunt them. The determination was also expressed to impress upon the Legislature the necessity of an adequate dog law. While Minnesota is quite stringent regarding a flock master's right to destroy vagrant dogs, there is no adequate provision made for reimbursing flock masters for the damage done by dogs or wolves.

The report of the Treasurer showed that the association handled for its members 183,000 pounds of wool during 1911, this amount being made up of small clips from all over the State, running as low as fifty pounds, and none of them exceeded 2,000.

The testimony of the wool growers was that the association obtained for their members from 1 to 3 cents per pound more than the non-members received for their wool. They also voted to recommend to the wool growers of the State their united support of the wool growers' co-operative warehouse, which is being erected at Farmington. This house, which will be completed the coming Summer, will hold over 200,000 pounds of wool, and will enable the association to handle wool direct to the mills in car load lots. In this warehouse they will be able to grade the wool, and put it in piles in suitable shape for exhibit to the various buyers, without compelling them to go through and open a lot of wool bags.

MAGNUS BROWN.

#### THE WAY AD VALOREM BEATS US.

##### 3d Class or 1st Class?

United States Treasury officials seized 250 bales of French scoured wool Monday, consigned to C. Shillard Smith & Co. of 16 Letitia Street by a New York importer.

The goods in question were imported into New York, and it is claimed were entered as third class, or as carpet wool, valued at less than 12 cents a pound, and on which a duty of 4 cents a pound was assessed.

When the goods reached Philadelphia the officials discovered, as they claim, that the wool was French scoured wool of the first class, and subject to a duty of 33 cents a pound. The seizure followed.

The wool, of which there were 50,000 pounds, was sold in transit, it is said, by the importer to Shillard Smith & Co., who in turn are said to have sold ninety-three bales, or 18,600 pounds, to C. J. Webb & Co., and more of the consignment to Toiland & Hance, 124 South Front Street, while the remainder is in the Government stores.

All of these firms are in Philadelphia. Webb & Co., it appears, purchased the ninety-three bales at 22 cents a pound, and when they heard that a part of the consignment had been sold for 19 cents a pound they came to the conclusion that something about the transaction was irregular, so the customs officials were informed and the investigation began.

If fraud has been practiced the difference between the duty declared on the wool and the duty which should have been declared would result in a loss to the Government of 29 cents a pound, or \$14,500.

The Philadelphia dealers to whom the goods were consigned are entirely innocent of any wrongdoing. The case was heard in the office of United States District Attorney Holland in the Federal Building.

For some time Philadelphia importers have been complaining of the sale of certain classes of wool, which would indicate from the quality that the proper duty had not been paid upon them. The goods, though of first class grade, were, it is said, sold far below the prevailing market prices, and all competition from other dealers in the trade was defied.

Here in Boston there is a firm belief that a smart shake up is necessary in the New York Custom House. This isn't the first case where New York importers have had apparent advantages over those in other ports. The fight is remembered over the undervaluation of sugar in New York by which New York refiners were given an advantage over those in other cities where the polariscope was accurately read and full duties exacted.

The frauds practiced and exposed in the importation of dress goods at New York are also familiar.

A smart investigation of the New York wool room will do no harm. Carelessness is as evil in result as intentional fraud.

Boston experts who have seen samples of this so-called "Turkey" wool imported as third class in New York, say there is no question that some of it is first class in grade, subjecting those who pay full duties on all imports to unfair competition.—Commercial Bulletin.

#### MARKET GRADES AND CLASSES.

(Continued from page 24).

ple. There is no better meat and were the demand more general it would greatly aid in maintaining a higher level of prices in depressing periods like this. I believe we who are interested to see a better demand for mutton should copy after those apple boosters who agreed to call for apples at any hotel or restaurant that did not seem to have them. If mutton or lamb does not appear on the menu card let us look disappointed and ask if we cannot have it. If it is secured and tastes bad let us nerve the hotel keeper up to raising old Harry with the proprietor of the meat shop.

We want to make this paper a great success; therefore, we urge the wool growers in the various parts of the country to contribute to its pages. We shall appreciate anything which will be interesting to the wool growers.



## Resolutions Favoring Scoured Basis

When the wool tariff now in effect was originally passed it was based upon the fact that imported wools shrank on an average 66 2-3 per cent or approximately the same as American wools shrank, therefore a duty upon the grease basis afforded our grower reasonable protection, but the changing conditions under which foreign wools have been grown and marketed, has enabled our importers to import a wool shrinking in many instances, less than one-half what our wools shrink, thereby giving our growers a protection much less than that implied by the law. This decreasing protection afforded to the wool growing industry by the present duty has now become so low as to be insufficient to protect or maintain the growing of wool in this country.

The wool business of the world has, during all time, been conducted on the scoured basis. The prices at which all wools are sold is dependent upon their scoured yield. The shrinkage of wools is accurately and easily determined too, therefore the Oregon Wool Growers Association most earnestly recommends that in the forthcoming revision of the tariff that all the duty on wool be applied as a specific duty upon the scoured basis and we further urge that our representatives in Congress work persistently in an effort to place the duty upon wool upon this basis.

By OREGON WOOL GROWERS ASSOCIATION, Baker City, Oregon, November 13, 14, 1911.

**BE IT RESOLVED,** That the ad valorem form of duty has always proved unsatisfactory, the value of the import being made at the place of export, manipulation and under-valuation has been made possible and the practice frequent in the past when this form of duty obtained, resulting in injustice to home production and loss in revenue to the Government.

While under ad valorem duties the larger part of wools imported were invoiced at the lowest value allowed under the law, the contention therefore is fair, that the wools were either under-valued or the poorer quality of wools were imported, either of which being objectionable.

And again under this form of duty when the cost of wool is low in foreign countries, the protection accorded to the grower would be lowest at a time when most needed, upon the other hand when values are high abroad the duties would be correspondingly high at a time when competition would be lessened, and

**WHEREAS,** The other form of duty which has been levied in this country is the specific duty upon the pound of wool in the grease, having been in force since 1867 with the exception of three years under the Wilson-Gorman law, and which

presumes to allow a duty of 11 cents per pound on wools of the first class, regardless of their value of shrinkage.

Theoretically this specific duty operates as follows—100 pounds of wool shrinking 66 2-3 per cent pays \$11.00 in duty at 11 cents per pound, when scoured there is left 33 1-3 pounds of clean wool, costing \$11.00, or 33 cents per pound duty, this being the amount which the law intends should actually be paid.

However the actual operation of this law is as follows: 100 pounds of wool under the same duty of 11 cents per pound, or \$11.00 per hundred pounds, shrinking 30 per cent and yielding seventy pounds of clean wool, for which \$11.00 in duty or 16 cents per pound has been paid, the result is that instead of paying 33 cents per pound of scoured wool, by reason of variance in shrinkage and the injustice of the "skirting clause" the importer was only required to pay 16 cents per pound in duty, this being the result under the present law, it therefore must be admitted to be unfair as it deprives the wool grower of one-half of his protection under the law, and

**WHEREAS,** Since both ad valorem and specific duties on wool in the grease, have been shown to be impracticable and unfair in securing to home production of wool, the protection which the law assumes to provide, there remains the specific form of duty on the scoured basis, which we claim would be fair alike to grower, manufacturer and consumer.

Commercially speaking the purchase of wool, throughout the civilized world to-day is made upon its value on the clean, scoured basis. No objection has been urged against this plan of handling the immense transactions in the wool trade. Purchasers examining a parcel of wool may determine the value on a clean basis to be 40 cents per pound, estimating the shrinkage at 70 per cent, paying 12 cents per pound as the value of the wool in the grease; the examination of a second parcel may determine its shrinkage at 50 per cent,—the scoured value the same as the first parcel, namely 40 cents per pound. The grower receives 20 cents per pound for the wool in the grease, the difference in grease value of the two parcels being accounted for in the wide difference in shrinkage of the wool in scouring.

**THEREFORE,** Inasmuch as the wool trade of the world is satisfactorily conducted in valuing wool upon the scoured basis, we believe it offers the most equitable and satisfactory plan of levying import duties. If it is possible to buy and sell wool in this way we can see no reason why the Government cannot levy and collect its import duties upon the same basis, the shrinkage can be determined just as

accurately and fairly by the Custom House officials, as the purchaser is able to declare the shrinkage when purchasing the wool from the grower.

It being conceded that both grower and manufacturer are entitled to reasonable protection, it naturally follows that the manufacturer in addition to the duty which represents the difference in cost of manufacturing in this country and abroad, must be given additional compensatory duty to reimburse him for what the duty on wool has increased its cost to him.

This clause of the present law is perhaps less understood and has been more justly attacked than any other part, of perhaps all of the entire Schedule K and if left in its present form will always continue to invite the attack.

With the duty assessed upon the grease pound it will never be possible to determine the exact compensatory amount the manufacturer is entitled to, for it is admitted that it does not require as much wool shrinking 30 per cent to make a pound of cloth as it would of wool shrinking 50 per cent. Therefore as long as the wide variance in wool shrinkage exists the exact amount of compensatory duty cannot be accurately determined.

How may this variation be avoided? The amount of grease wool required to make a pound of cloth depends upon the amount the wool shrinks in scouring. The amount of scoured wool required in making a pound of cloth is generally the same with slight variation in wastes. Therefore, since we know the amount of scoured wool required for a pound of cloth and since our duty levies on the scoured wool the compensatory amount of duty can at once be accurately determined. This contention, in that it honestly determines the compensatory duty upon the manufactured cloth would be sufficient for its adoption.

**WHEREFORE,** We must earnestly commend the President for his veto of the Underwood Bill with its ill-advised revision of the wool tariff.

We earnestly urge that the forthcoming revision of the wool tariff be based on the report of the Tariff Commission and that the duty be based on a specific scoured pound basis and we most respectfully urge our Senators and Representatives in Congress to demand and work for the passage of a law placing the wool duties on this basis.

By MONTANA WOOL GROWERS ASSOCIATION, Helena, Montana, September 27, 1911.

**WHEREAS,** The skeleton of Schedule K was framed more than forty years ago, when the shrinkage of Merino wools imported into this country was estimated to be 66 2-3 per cent.

WHEREAS, A duty of 11 cents per pound in the grease has been imposed on wools of the Merino cross, and 33 cents per pound on scoured wools of the same class, on the assumption that it takes three pounds of wool in the grease to make one pound of scoured wool.

WHEREAS, the percentage of shrinkage, by careful breeding, selecting, sorting and skirting, has been so changed that for many years the wools which have been imported have had an average shrinkage of about 39 per cent instead of 66 2-3 per cent, giving the importer sixty-one pounds of scoured wool, instead of thirty-three and one-third, for the \$11.00 duty he pays on 100 pounds of wool in the grease; thus making duty cost to importer 18 cents instead of 33 cents per scoured pound.

WHEREAS, It is assumed and claimed, that the American grower is protected to the amount of 11 cents per pound, he is, as a matter of fact, only protected to half this amount, or less.

WHEREAS, Seventy-five per cent of our total wool production is grown west of the Mississippi River, thereby taking a freight rate of about 2 cents per pound in the grease to transport it to the Eastern market, as compared with a freight rate of about three-quarters of a cent per pound from the foreign ports to our market, thus making a freight differential of 1 1/4 cents per pound in the grease, or 5 cents per scoured pound, in favor of the foreign wool grower, which freight differential, when deducted from our tariff protection, leaves the American grower an actual protection of but 4 1/4 cents per grease pound, or 13 cents per scoured pound.

WHEREAS, Without adequate protection to the American flockmaster, against the cheap ranges and cheap labor of foreign countries, his business must go to the wall and his flocks to the slaughter houses, thus turning the industry over to foreign flockmasters, thereby sacrificing a business which, once destroyed, cannot be built up again, in less than an ordinary lifetime,

THEREFORE, Be it resolved by the California Sheep and Wool Growers' Association in convention assembled, that, to save our business from destruction and utter ruin, we must have protection, covering the difference in cost of production and marketing here and abroad, which protection can only be secured by arranging a specific duty on the SCoured POUND BASIS.

By the CALIFORNIA SHEEP AND WOOL GROWERS' ASSOCIATION, San Francisco, California, November 27, 1911.

We petition Congress to use its utmost efforts to expeditiously and at the earliest possible moment pass a tariff bill based on the report of the Tariff Commission recommending the scoured basis for such a bill, and we urge early action in order that the present unsettled condition of the wool

market due to tariff agitation may be relieved before the time for marketing this Spring's clip.

By WASHINGTON WOOL GROWERS ASSOCIATION, North Yakima, Washington, January 10, 1912.

WHEREAS, The unwarranted agitation of the tariff question and the demand for a reduction in the duty on wool which has caused irreparable loss to our people, and which, if continued, will annihilate the industry,

THEREFORE, Be it resolved, that we impress upon our Representatives in Congress the importance of settling the tariff question at once, and we demand a specific duty of not less than 27 cents per scoured pound on wool imported to this country.

By WYOMING WOOL GROWERS ASSOCIATION, Cheyenne, Wyo., December 12, 1911.

#### RESOLUTIONS PASSED BY THE MINNESOTA WOOL GROWERS ASS'N.

WHEREAS, The findings of the Tariff Board show that not less than 24 cents per scoured pound import duty is adequate to protect us on the difference between our own and foreign cost of production, therefore, be it resolved, That the Minnesota Wool Growers Association, in annual convention at St. Paul, Minnesota, January 10, 1912, assembled, hereby ask our representatives in Congress to demand at least 24 cents per scoured pound tariff duty on imported wool in any revised tariff law.

RESOLVED, That we ask Congress to enact a law compelling manufacturers and vendors of so-called woolen cloth or garments to place upon same the percentage of wool contained in such cloth or garment, and provide proper penalties for the violation of the same.

#### RESOLUTIONS PASSED BY AMERICAN AND DELAINE MERINO ASSOCIATIONS OF OHIO

At Their Annual Convention, Columbus, Ohio, January 12, 1912

A study of the sheep business of Ohio shows it to be one of the most important industries of our State, in which over seventy thousand of our farmers are financially interested. The experience of this vast army of wool producers under the various forms of wool duties that have obtained in the past, positively proves that wool production cannot be maintained in this State without the assistance of an adequate protective tariff, levied on such a basis as will give actual protection.

While the present duty of 11 cents per pound on wool in the grease was intended

to give our wool grower an actual protection to that extent, the importation of light shrinking, skirted and washed wool, has resulted in decreasing our actual protection to a point materially below the rates indicated by the law.

The assessment of wool duties on an ad valorem basis is unfair and unscientific, bringing to the wool grower the most protection at a time when least is needed, and least protection when most is needed. Such duties encourage dishonesty in the importations of wool, and tend to drive honest importers out of business. They invariably lead to enormous frauds through the under-valuation of the imports, and such frauds deprive the wool grower of his protection and also the Government of its revenue. The fact that all imports of wool are bought under widely varying conditions, and from every civilized and uncivilized nation on the globe, makes this form of duty impossible of honest administration.

We, therefore, are unalterably opposed to the theory of ad valorem duties as applied to wool.

The wools of the world are, and have always been, bought and sold upon the scoured basis. The actual shrinkage of wools is easily, economically and accurately determined; therefore, in fairness to the Government, the consumer, the wool grower, and all forms of wool manufacture, the duty upon wool can only be levied as a specific duty upon scoured wool.

Therefore, the wool growers of Ohio demand that each and every member of the Ohio delegation in the Congress of the United States, work and vote for the passage of a law at this session of Congress, revising Schedule K of our tariff law, and placing the duty upon wool as a specific duty upon the scoured contents of imported wools, basing the amount of such duty upon the actual difference in the cost of producing wool in this and competing countries, as actually revealed by the findings of the Tariff Board.

#### RESOLUTIONS PASSED BY KENTUCKY SHEEP BREEDERS ASS'N. IN ANNUAL CONVENTION, FRANKFORT, KY., JAN. 8, 1912.

WHEREAS, The sheep industry of the entire country is in a depressed condition, due to the continuous tariff agitation therefore be it

RESOLVED by the Kentucky Sheep Breeders Association in annual convention assembled that we most earnestly urge our representatives in Congress to assist in revising the wool tariff by voting to place a specific duty on the scoured wool basis in accordance with the findings of the Tariff Board.

Signed,

W. T. KANE, President.

W. T. CHILTON, Secretary.



# American Live Stock Association Resolutions

## Resolution No. 1.

### Demanding the Retention of Duties on Live Stock and Its Products

WHEREAS, This Association recognizes that it has always been and must continue to be the settled policy of the Government of the United States to raise a very large proportion of the funds necessary for its support from import duties, which will in a large measure affect the production, the consumption, the markets and prices, of such imports and similar products of this country, the benefits and burdens of which should be fairly distributed as between the people, communities and industries of this country; and

WHEREAS, We believe that it has been plainly manifested by what has been said and done in Congress, and elsewhere, in connection with recent tariff legislation and attempted legislation, that it is the intention of many of our public men to open the door to the free importation of the products of the farm and ranch, including live stock, meats and other products of live stock, grains and feeds and other food products produced in that part of the United States mainly engaged in such business, thereby shifting the burdens of the tariff system to the agricultural and stock raising portions of the country, and depriving those industries of such benefits as would accrue were the tariff duties retained on those products. It appears to us that it is the avowed and deliberate intention to take the tariff off of the products of agriculture, including live stock and its products, for the purpose of reducing the price which the producer may receive, to the great injury of our business and for the supposed benefit of others; and

WHEREAS, Live stock and the products of live stock, including wool, hides, meat and meat food products, and all the products of the farm and ranch, should in justice receive the same measure of benefit or protection as is accorded to the products of other industries of the United States, including manufactures, without regard to whether it is called a protective tariff or a revenue tariff; and

WHEREAS, We believe it to be to the interest and to be the sentiment of the live stock producing and agricultural interests of the United States that live stock and the products thereof and all farm products are entitled to and should receive an equal and equitable share in whatever benefit may or should flow from any system of import duties of the country; and

WHEREAS, We declare it to be unjust and discriminatory as against the live stock producing and agricultural interests of this country and therefore against the best in-

Adopted at the Fifteenth Annual Convention of the American National Live Stock Association at Denver, Colorado, Dec. 12 and 13, 1911.

terests of the United States as a whole, to place on the free list, and subject to the cheapest world competition, live stock and its products and the farm products of this country, while knowing that a tariff system will and must be maintained on manufactures and other commodities, the burden of which the farmers and stockraisers must bear to the extent at least of their purchase of those articles of manufacture and commerce upon which there are import duties; now, therefore be it

RESOLVED, By the American National Live Stock Association in convention assembled, at Denver, Colorado, December 12 and 13, 1911.

1. That we demand the retention of sufficient duties on imports of live stock and its products and all farm products of this country, as will be equal, fair and just to the industry which we represent, compared to the import duties on other products, whether those duties shall be levied for the avowed purpose of protection, or for the avowed purpose of producing revenue to run the Government.

2. We condemn as unjust, unfair and discriminatory, the Payne-Aldrich Bill in placing hides on the free list and demand the restoration of same, and declare that we are unalterably opposed to the placing of live stock and live stock products and the products of the farm and ranch on the free list.

3. We appeal to the live stock producing interests and to the agricultural interests to unite in opposition to a discriminatory and unjust system of levying import duties whereby our interests shall be sacrificed for the benefit of others.

4. We declare it to be the just right of the live stock and agricultural interests of this country to enjoy equally whatever preferences any system of import duties gives to the industries of this country. Incidental or otherwise, in the home markets of the United States in preference to the products of foreign countries, and we appeal to the fairness and good sense of the people of the United States to maintain the fundamental principle of our government—equal rights to all and special privileges to none.

## Resolution No. 2.

### Recommending the Creation of a Permanent Non-Partisan Tariff Commission.

Resolved, By the American National Live Stock Association in convention assembled,

at Denver, Colorado, December 12 and 13, 1911, that we recommend the creation by Congress of a permanent non-partisan Tariff Commission and a further revision of the present tariff at the earliest practicable time along equitable and scientific lines.

## Resolution No. 3.

### Urging Valuation of Railroads.

WHEREAS, The railways of the United States are demanding an increase of freight rates in order to raise their earnings to a higher standard of return than the average of the past; and

WHEREAS, The basis of the claim is that their properties have largely increased in value; and

WHEREAS, The question of the value of railway property is made an important factor in all rate litigation; and

WHEREAS, The shippers and the public have no means of showing and the Interstate Commerce Commission has at present no adequate means of ascertaining the value of such property; now, therefore be it

RESOLVED, By The American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we urge upon Congress the enactment of a law providing for the immediate valuation of railway properties and the ascertainment of all details of cost and investment.

## Resolution No. 4.

### Relative to Furnishing Cars to Transport Live Stock and Other Perishable Freight, and to Give Prompt and Efficient Service

RESOLVED, By the American National Live Stock Association in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we respectfully urge the Congress of the United States to enact suitable legislation compelling the railroads to provide sufficient facilities to perform with dispatch their duties as common carriers in furnishing cars and transporting all freight, including live stock; and to promptly transport same, and to exchange loaded and empty cars, and otherwise to provide sufficient facilities, fixing penalties for failure of such duties and giving to the shipper the right to recover, in any Court of any State having jurisdiction, his damages and attorney's fees; and also empowering the Interstate Commerce Commission to enforce penalties for violation of the act, and to make rules and regulations with respect to the time and manner of giving notice for cars, furnishing cars, exchange and interchange of cars, and all



needful rules and regulations in the administration of such law; and providing rules applicable to the different classes and kind of freight, and the varying circumstances and conditions of shipment.

#### Resolution No. 5.

##### Speed Limit on Live Stock Trains.

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that in order to secure better service from railroads in the transportation of live stock, we recommend to Congress the enactment of a law giving the Interstate Commerce Commission the power to prescribe a minimum speed limit for stock trains to suit the conditions in different localities.

#### Resolution No. 6.

##### Indorsing the Administration of National Forests.

We believe that the administration of the National Forests throughout the West is conducted along most efficient and just lines. Many matters of detail which at first occasioned some discontent among stockmen have been satisfactorily adjusted, or are being remedied with consistent rapidity, and there is a very evident intention on the part of the officers of the Service to manage the forests so as to obtain from them the greatest amount of reasonable use, consistent with their preservation. The American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, therefore heartily indorses the administration of this service as being of distinct advantage to the stockmen of the West.

#### Resolution No. 7.

##### Urging Federal Control of the Unappropriated Semi-Arid Grazing Lands.

The American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, hereby declares that:

We believe that the prosperity and development of the stock raising industry on the public grazing lands of the arid and semi-arid West is seriously threatened by the present indiscriminate methods of grazing, and we strongly recommend the early passage by Congress of a bill providing for Federal control of these unappropriated public grazing lands and a just and reasonable method of leasing such lands.

We favor a bill to operate either under the jurisdiction of the Department of the Interior or of Agriculture, and along the general lines definitely recommended by this organization at its annual convention in Denver in 1908, and approved at all its conventions since that date. This measure would be of great practical advantage to the stockmen of the West, gives full pro-

tection and encouragement to the actual settler and homemaker, and through the distribution of the net revenues received in the construction of schools and good roads in the districts from which the funds are obtained would be of great public benefit.

#### Resolution No. 8.

##### Urging Classification of Public Grazing Lands.

To better facilitate the leasing and control of the semi-arid grazing lands, as outlined in the bill approved by this Association, we vigorously urge Congress to provide without delay for the classification of the unappropriated unreserved public lands into grazing and agricultural districts.

#### Resolution No. 9.

##### Recommending That Reservoirs on Public Land be Fenced.

WHEREAS, The United States Government has withdrawn large tracts of land from the public domain and created forest reserves on lands that have heretofore been used and are now being used for grazing purposes by stockraisers, and upon certain of said withdrawn lands has established and is now establishing large dams for the impounding of water to be used for irrigation and other useful purposes; and

WHEREAS, During the dry season of the year the water recedes and leaves large areas of land so moistened that the stock in seeking water become mired and die; and

WHEREAS, The loss of stock in such places amounts to many thousands of dollars annually; and

WHEREAS, Fences can be constructed around said reservoirs in such a manner as to prevent this great loss; now, therefore be it

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we request the proper Government authorities to fence such lands so used for the impounding of water, upon request by stock raisers who are owners of adjacent lands, and that such fencing be done in such a manner as to prevent this unnecessary loss, and at the same time leave the water accessible for use under appropriate regulations applicable to the particular conditions.

#### Resolution No. 10.

##### To Encourage the Sinking of Wells on Desert Lands.

WHEREAS, There has been introduced in the House of Representatives a bill, "To encourage and promote the sinking of wells on desert lands in the Territory of Arizona," which will enable citizens of the United States to obtain a patent to forty acres of desert land after sinking a well and obtaining water thereon and making proper proof by payment of \$1.25 per acre,

25 cents at time of filing and \$1.00 at final proof, with limit of eight filings to one person; law not to be applicable to any but desert grazing lands; therefore, be it

RESOLVED, That the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, heartily endorses the provisions of this bill and recommends that it be made applicable to all the arid land States.

#### Resolution No. 11.

##### Approving Currency Reform.

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we recognize the need of such currency reform as will render our present currency more elastic and responsive to the needs of business. We believe any currency-reform measure should be based on the principle of asset currency, and should include adequate provision for the issuance of currency against owner's notes secured by warehouse receipts of wheat, corn and cotton, the products against which such warehouse receipts are issued to be properly warehoused and insured under national supervision.

#### Resolution No. 12.

##### Opposing Prohibitive Tax on Oleomargarine

WHEREAS, The present law enacted by Congress, and commonly known as the Grout bill, imposes a prohibitory tax on the manufacture and sale of colored oleomargarine and similar manufactured articles made from oleo oil, cotton seed oil and other fats; and

WHEREAS, Such discrimination is wholly unwarranted and is an undue embargo on the raisers of beef, in that it reduces the value of every animal on that account, and deprives the public who wish to buy it, of a wholesome and nutritious article of food; and

WHEREAS, We believe it to be entirely within the province of Congress to practically prevent all fraud in the matter of the sale of colored oleomargarine as butter; now, therefore be it

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we urge upon Congress the repeal or amendment of the law of the United States which imposes this prohibitory tax, and, in substitution thereof, pass legislation which will insure the cattle raisers of their rights to free commerce in the products of cattle under such regulations as shall prohibit the substitution of oleomargarine for butter, and protect alike the dairy interests of the country and the raisers of beef, in a fair and equal opportunity in the food market of the United States and foreign countries; and, be it further

RESOLVED, That the Secretary of this

Association be directed to transmit to all members of Congress copies of this resolution, with the request that they take such steps as may be necessary in the premises.

#### Resolution No. 13.

Opposing Advance in Commission Charges for Sale of Live Stock.

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that it is the sense of this body that there exists no sufficient justification for the additional tax of two dollars per car over and above the amount heretofore charged for the sale of live stock by the commission firms of the National Stock Yards, Illinois. Said additional charge of two dollars per car was determined upon at a recent meeting of the above mentioned live stock exchange, to become effective January 1, 1912. This body feels aggrieved at this effort to impose this large additional arbitrary tax upon its industry without a hearing, and hopes that the other exchanges at the different live stock markets will not take similar action. We demand that the live stock exchange of the National Stock Yards, Illinois, give a hearing to the different live stock associations of our country that hold memberships in the American National Live Stock Association, and show cause why this additional tax should be levied against our industry. The Secretary of this Association is hereby instructed to ascertain, so far as practicable, the names of the commission firms who are advocating these unwarranted advances and to transmit said names to the members of the American National Live Stock Association.

#### Resolution No. 14.

Indorsing the Work of the Department of Agriculture.

WHEREAS, The basis of our national prosperity rests in the intelligent development of our agricultural resources and the raising of meat food animals; and

WHEREAS, The Department of Agriculture has been of incalculable benefit to the farmers and stock raisers of this country, and under the able management of the Hon. James Wilson, has become the most important bureau of our national government; now, therefore be it

RESOLVED, By the American National Live Stock Association, that we heartily commend the very capable work of the Department of Agriculture, in all its branches, and we urge upon Congress ample appropriations for the thorough carrying on of all needful work in connection with the development of the agricultural and live stock industries of the United States.

#### Resolution No. 15.

Opposing Exhibition of Diseased Animals.

RESOLVED, That the American National

Live Stock Association urgently recommends to all live stock exhibitions, stock shows, etc., that breeding cattle be not admitted for exhibition purposes unless they have been properly tested for tuberculosis and carry certificates showing them to be free from that disease.

#### Resolution No. 16.

Urging More Effective Sanitary Regulations.

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that adequate provision be made in every State for the effective control of contagious and infectious diseases of live stock, thereby preventing the spread of such diseases through the shipment of infected animals to other States. All States now delinquent in the matter of sanitary control of live stock are strongly urged to take prompt steps in the matter of affording the necessary protection to the live stock interests at large.

#### Resolution No. 17.

Indorsing the Work of the International Commission on Control of Bovine Tuberculosis.

RESOLVED, That the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, heartily approves the very intelligent and comprehensive work of the International Commission on the Control of Bovine Tuberculosis, and pledges its support in the carrying on of the work of that Commission towards the suppression of tuberculosis in live stock.

#### Resolution No. 18.

Endorsing the Action of United States Live Stock Sanitary Association.

RESOLVED, That the American National Live Stock Association endorse the resolutions passed by the United States Live Stock Sanitary Association at its meeting in Chicago, December 5 and 6, 1911, with reference to the live stock sanitary conditions existing throughout the West.

#### Resolution No. 19.

Recommending the Appointment of W. E. Skinner as Live Stock Director of the Panama-Pacific International Exposition.

RESOLVED, By the American National Live Stock Association, in convention assembled, at Denver, Colorado, December 12 and 13, 1911, that we believe W. E. Skinner, now President of the International Live Stock Exposition at Chicago, possesses exceptional qualifications for the position of Director in charge of the live stock exhibit at the Panama-Pacific International Exposition, and we therefore urgently recommend to the management of that Exposition his appointment to that position.

### THE CORRIEDALE SHEEP.

(Continued from page 15).

whereas ninety-nine of my Corriedales landed safely at their destination in Queensland! My Corriedale flock at Teviotdale is easily the oldest, largest and best woolled flock of that breed in the Dominion of New Zealand. In the show ring they have taken numberless champion, first and second prizes. Moreover, where they have been tried outside the Dominion—in Argentina, Tierra del Fuego, and Australasia, they have given the greatest satisfaction. In Tasmania at the Launceston show they took all the prizes.

In 1904 the London brokers, Messrs. Du Croz, Doxat & Company, wrote thus: "Mr. G. D. Greenwood's Teviotdale clip of Corriedale wool has a softness and silkiness combined with density of staple that shows great spinning qualities. It is bright, with a slight blue tinge, the latter always an indication of good color when manufactured. Being fine in quality, and always much scarcer than the bulk of cross-bred growths it creates keen competition and realizes high prices." In May, 1906, 1s. 4½d was realized for the best line of this wool.

In past times many attempts have been made to establish a distinct breed of sheep between the Merino and long-wooled breeds, so as to retain the best qualities of both, and many failures have had to be recorded. It has remained for New Zealand flockmasters to succeed where so many others had failed. The general utility of the first cross between the Merino and Leicester or Lincoln has long been acknowledged, but the difficulty was to blend these widely-different breeds, so that the product of the cross should maintain and transmit the best features of both breeds. Thus, by scientific selection and mating, this Corriedale strain has been evolved, and now stands as a distinct breed, guaranteed to reproduce itself true to type, and also to transmit its distinctive characteristics when crossed with other breeds.

A breed so useful as the Corriedale has come to stay, and despite many prejudices and much opposition from owners of other breeds, its popularity is increasing by leaps and bounds. Every year more and more farmers and graziers are going in for it. Canterbury, N. Z., is justly noted for producing the very finest quality of lambs for the London market, in fact, the words "Prime Canterbury" are a by-word of excellence on the Smithfield meat market. And of prime meat, Corriedale mutton is the prime, and it is not too much to say that, without it as the mainstay of Canterbury excellence, this Province would find it impossible to maintain for long her well-earned supremacy in the fat frozen-lamb trade of Great Britain.

WOOL PROUCT OF THE UNITED STATES

## —From Annual Wool Review

States and Territories	Quality	National Association's Estimate, Number of Sheep of Shearing Age, April 1, 1911.....	Average Weight of Fleece, 1911.....	Wool Washed and Unwashed, 1911, Pounds..	Pct. of Shrinkage, 1911.....	Wool Scoured, 1911, Pounds..	Average Value per Scoured Pound, October 1.					Total Value, 1911 .....	States and Territories .....
							1907 Cents ..	1908 Cents ..	1909 Cents ..	1910 Cents ..	1911 Cents ..		
Maine	10% fine, 90% medium.....	150,000	6.00	900,000	42	522,000	56	43	55	45	40	\$ 208,800	Maine
New Hampshire	25% fine, 75% medium.....	33,000	6.00	198,000	48	102,960	55	44	57	49	46	47,362	New Hampshire
Vermont	20% fine, 80% medium.....	90,000	6.50	585,000	50	292,500	55	45	57	49	44	128,700	Vermont
Massachusetts	Medium	23,000	6.25	143,750	42	83,375	56	44	56	45	42	35,018	Massachusetts
Rhode Island	Medium	5,000	6.00	30,000	42	17,400	56	44	56	45	42	7,308	Rhode Island
Connecticut	Medium	15,000	5.50	82,500	42	47,850	57	44	56	45	43	20,576	Connecticut
New York	33% fine, 67% medium.....	650,000	6.20	4,030,000	49	2,055,300	58	47	58	50	45	934,885	New York
New Jersey	Medium	17,000	5.50	93,500	47	49,555	58	45	55	46	43	21,809	New Jersey
Pennsylvania	60% fine, 40% medium.....	650,000	6.50	4,225,000	48	2,197,000	61	48	59	55	46	1,010,620	Pennsylvania
Delaware	Medium	5,000	5.50	27,500	45	15,125	55	45	55	46	40	6,050	Delaware
Maryland	Medium	128,000	5.80	742,000	45	408,320	55	44	55	45	42	171,494	Maryland
West Virginia	75% fine, 25% medium.....	600,000	5.75	3,450,000	49	1,759,500	57	49	64	57	51	897,345	West Virginia
Kentucky	Medium	800,000	4.75	3,800,000	38	2,356,000	58	45	58	46	43	1,013,080	Kentucky
Ohio	60% fine, 40% medium.....	2,900,000	6.5	18,850,000	50	9,425,000	61	48	64	55	47	4,429,750	Ohio
Michigan	25% fine, 75% medium.....	1,600,000	6.8	10,880,000	59	5,440,000	59	46	58	49	45	2,448,000	Michigan
Indiana	15% fine, 85% medium.....	850,000	6.5	5,525,000	46	2,983,500	56	44	57	46	44	1,312,740	Indiana
Illinois	25% fine, 75% medium.....	700,000	7	4,900,000	48	2,548,000	54	42	56	46	43	1,095,640	Illinois
Wisconsin	20% fine, 80% medium.....	650,000	6.75	4,387,500	47	2,325,375	58	40	56	42	40	930,150	Wisconsin
Minnesota	20% fine, 80% medium.....	480,000	7.00	3,360,000	48	1,747,200	52	42	55	42	40	698,880	Minnesota
Iowa	30% fine, 70% medium.....	900,000	6.75	6,075,000	48	3,159,500	55	44	58	46	43	1,358,585	Iowa
Missouri	15% fine, 85% medium.....	1,150,000	7.00	8,050,000	47	4,266,500	55	44	56	45	39	1,663,935	Missouri
Virginia	Medium	12,396,000	6.48	80,335,150	47.91	41,801,960						\$18,430,227	Virginia
North Carolina	Medium	450,000	4.50	2,025,000	36	1,296,000	57	45	57	47	45	\$ 532,200	North Carolina
South Carolina	Medium	150,000	3.75	562,500	42	326,250	54	40	56	42	41	133,763	South Carolina
Georgia	Medium	30,000	3.75	112,500	42	65,250	54	39	56	41	40	26,100	Georgia
Florida	Medium	175,000	4.00	700,000	44	392,000	54	40	57	41	40	166,800	Florida
Alabama	Medium	100,000	3.25	325,000	44	195,000	54	40	56	41	40	78,000	Alabama
Mississippi	Medium	120,000	3.25	390,000	40	284,000	53	40	56	41	40	93,600	Mississippi
Louisiana	Medium	160,000	4.00	640,000	42	371,200	53	40	56	41	40	148,480	Louisiana
Arkansas	Medium	145,000	3.70	536,500	41	316,535	53	40	57	41	40	126,614	Arkansas
Tennessee	Medium	100,000	4	400,000	40	240,000	52	38	55	40	40	96,000	Tennessee
		500,000	4.25	2,162,500	40	1,297,500	57	45	57	43	42	544,950	
		1,930,000	4.00	7,854,000	39.71	4,733,735						\$ 1,967,867	
Kansas	Fine, fine med., and medium	225,000	7.5	1,687,500	65	590,625	65	50	66	52	50	\$ 295,313	Kansas
Nebraska	Fine, fine med., and medium	250,000	6.5	1,625,000	63	601,250	65	50	66	52	50	300,625	Nebraska
South Dakota	Fine, fine med., and medium	525,000	6.75	3,543,750	60	1,417,500	67	50	65	54	52	737,100	South Dakota
North Dakota	Fine, fine med., and medium	250,000	7.25	1,812,500	63	670,625	67	50	65	54	52	348,725	North Dakota
Montana	Fine, fine med., and medium	4,650,000	7.50	34,875,000	64	12,903,750	67	51	68	56	54	6,968,025	Montana
Wyoming	Fine, fine med., and medium	4,000,000	8.5	34,000,000	70	10,200,000	67	49	67	55	52	5,304,000	Wyoming
Idaho	Fine, fine med., and medium	2,200,000	7.50	16,500,000	65	5,775,000	66	51	67	52	50	2,887,500	Idaho
Washington	Fine, fine med., and medium	400,000	9.25	3,700,000	70	1,110,000	65	50	67	54	52	577,200	Washington
Oregon	Fine, fine med., and medium	1,800,000	8.50	15,300,000	69	4,743,000	68	52	70	53	52	2,466,360	Oregon
California	33% Fall, 67% Spring.....	1,700,000	7	11,900,000	67	3,927,000	64	41	64	46	42	1,649,340	California
Nevada	Fine, fine med., and medium	825,000	7.00	5,775,000	67	1,905,750	68	51	70	54	50	952,875	Nevada
Utah	Fine, fine med., and medium	2,000,000	6.75	13,500,000	66	4,590,000	65	46	65	52	50	2,295,000	Utah
Colorado	Fine, fine med., and medium	1,300,000	7	9,100,000	68	2,912,000	63	42	68	47	45	1,310,400	Colorado
Arizona	Fine, fine med., and medium	850,000	7	5,950,000	67	1,963,500	65	47	67	53	50	981,750	Arizona
New Mexico	Fine, fine med., and medium	3,000,000	6.75	20,250,000	68	6,885,000	60	45	65	51	48	3,304,800	New Mexico
Texas	25% Fall, 75% Spring.....	1,400,000	6.75	9,450,000	67	3,118,500	66	53	64	55	52	1,621,620	Texas
Oklahoma & Indian Ter'ry	Fine, fine med., and medium	60,000	6.5	390,000	70	117,000	61	44	67	48	45	52,650	Oklahoma
		25,435,000	7.44	189,358,750	66.51	63,430,500						\$32,053,983	
Totals		39,761,000	6.98	277,547,900	60.41	109,966,195	62.3146	6163.6151				\$52,451,377	Totals
Pulled Wool				41,000,000	27	29,830,000	50.241	6158				14,120,000	Pulled Wool
Total Product, 1911.....				318,547,900		139,896,195						\$66,571,377	Total Product, 1911.....
												22,534,209.91	



## E. A. Greene's Letter to National Wool Growers, Omaha

To the National Wool Growers Ass'n.:

It was with sincere regret that I declined the invitation to your meeting. I regard the present situation most critical to sheep growers and trust that your association will formulate a successful plan of defence to the present attacks against the wool growers. Concentrate your energies on conditions which threaten you and avoid issues that do not. So much has been said on the value of sheep as a cheap meat for the poor and of the wool as a necessity in war, that I will confine myself to the relation of foreign wools with those we produce. In our vast expanse of country, with its varied soil and climate, there are no Merino blood first class or English bloods second class that cannot be produced in sufficient quantity to supply our needs. All that is necessary to this end is adequate protection on a basis which is real, instead of the deceptive basis of our present tariff laws. There is probably no product where the characteristics of apparently the same quality are so different as wool. It may be suited for felting, for carding, for combing, and the buyers select such as is suited for their purposes. Since my advent in wool in 1855 I have seen the great wool center change from Ohio to California, then to Texas, now to Montana. I have seen the wools of California change from the poorest of native carpet wools to the finest of Merinos, not excelled by any wools of the world for felting. Texas wool was also native better than California. However, later in the central portion of the State was produced Merino equal to the best Australian in softness and much better wearing. Other portions of the State produced wool for felting and especially desirable wools for mixing with cotton for knit goods. New Mexico, Colorado and Utah also produced native wools, and are now raising creditable Merinos and cross-breeds. Oregon now excels Great Britain with its English blood. There are no luster wools to equal those of Kentucky, Southern Indiana and Southern Ohio and portions of other States. Montana, the leading wool growing State, produces wool averaging very high for delanes and other worsteds, also carding; some of the wools lack softness, hence the claim of the necessity of importing softer wools for blending with them. There would be no necessity if encouragement were given to the growers of the States that can produce these wools. I have handled Virginia Merino that was raised within fifty miles of our Capitol that far excelled any Australian for this purpose. Besides this, the goods made from a blend of Virginia and the Montana type would outwear the Australian

blend more than 50 per cent. The Montana type should include the following States, although their wools do not average as high in character: Idaho, the Dakotas, Wyoming, Colorado and New Mexico. The lower character may be caused by the greater amount of alkali in the soil, but I think that there is less care in its breeding. Mr. Knollin showed me samples of Rambouillet from his Idaho ranch that would be creditable to any State. It would comb or card without the necessity of other wools for blending and give excellent service to the wearer. If one man can produce such wool as this, why not all? At present the wools imported to compete with the Montana are from Australia and the Argentine. With free wool or ad valorem duty they would come also from the west coast of South America; grades from X to a low quarter blood brittle and tender, from North Africa averaging lower in quality and even more tender, from Spain and Portugal higher in quality, stronger in staple than the others, heavy shrinkage, in some cases 90 per cent, from France Merinos long and short staple, both well bred wools and poor ones, from Odessa, Russia, Merinos that would finish equal in appearance to a Tasmanian, but so tender that clothes made from them would be dear at the cost of making alone. I mention the Montana type of wool first as there is more of it than any other, but the highest type of Merino produced in the world is the Ohio. This includes a belt from Missouri to New York with New Hampshire, Vermont and Michigan above the line. These wools require no foreign ones for blending for any purpose and will outwear any foreign 75 to 100 per cent. This type has been more injured by the unwashed basis for assessing duties than any other. The wools that are imported to compete with it are skirted, body wools, no strings used in tying, so while the duty on them is nominally 33 cents per pound scoured, the growers receive only about half that protection. It is so often claimed that dear clothes are made by dear wool that it seems rash to state that if we produce sufficient of this type of wool to clothe our people, and the price was \$2.00 per pound against Australian at 50 cents, one-third of our clothing dealers would have to go out of business as the clothes would wear so long. Now the same wools that would compete with the Montana type would compete with the Ohio. Below the belt mentioned for say 150 miles similar wools to the Ohio type can be produced, not quite so strong in staple, but softer, and when blended with the Montana type would give much more service than the Australian blend. Now as to second class

or English bloods, there is no portion of the United States, except where the soil is too loaded with alkali, that they cannot be produced, either as full blood or X breeds, but as Merinos herd better, probably will never be raised in large flocks.

As I said, there are no lustre wools to equal ours, which are softer, harshness is one of the disadvantages of English lustre wools and our downs are far superior to the parent stock, the same apparent fineness of staple of our wool will spin to a much higher number, either of worsted or woollen yarn. The duty on this wool washed is only 1 cent per pound more than Merino wool unwashed. I saw a Canadian pulled recently that shrunk only 10 per cent, making the scoured duty 13.33 cents per pound. This, besides being unfair to those who raise English sheep, is also unfair to Merino growers. For warmth Merino excels, but with this favored duty on second class wool it will be used in place of Merino. It has been claimed that the imports of English wool are so much less than the imports of Merino that the duty cannot be an injustice. The low duty may not give the English our market, as our growers are obliged to reduce their prices to the importing point or a little below.

Third class wools are native or coarse wools. The area of their production is constantly being decreased and the tendency is to higher prices. In 1908 Argentine Lincoln wool was imported that cost less than 30 cents per pound scoured in the importer's mill, 3 cents per pound less than the nominal duty. At the same time East India wools third class were being imported at a cost of 6 to 8 cents per pound higher. Carpets cannot be made from soft wools, and these harsh stiff wools are entirely unfitted for clothing, although attempts have been made to use them, but never successfully. Wool growers have no interest in these wools, except as consumers, although they are told to the contrary. I do not wish to attribute it to dishonest motives, but these statements injure the growers' cause, and I am surprised that they do not through your Association take means to disprove them. The growers injure their cause by attempting to influence the duties on these wools, as they are indefensible except for revenue purposes.

Now as to wastes and nolls. These are valuable for blending with your Montana type of wools for many purposes, and also for cotton mixed knit goods, and the duty should be lowered in the growers' interest, but not sufficient to enable them to be used as substitutes for wool. All other wastes, rags, etc., and other by-products are adulterants, pure and simple, and as such should be excluded.

The so-called high duties, which are protested against, do not protect the growers, as, while nominally too high, they are so evaded as to be really too low. The question is how to meet the demand for lowered duties without ruining the growers; 33 cents per pound is certainly too high, but they now range on imported wools from 13.33 to 23 and are used to obtain a compensatory based on the supposed 33 cents. It is true that this should be changed. There is only one equitable way to protect the grower and that is a flat specific rate on first and second class wools based on the scoured pound. I suggested this in 1890 to Major McKinley and Mr. Delano, and while Major McKinley did not disapprove of it, he said it was not feasible to introduce it at that time. I suggested it in 1897 to Judge William Lawrence and George H. Wallace, President and Secretary of your Association. Mr. Wallace favored it; Lawrence did not. Said his skirting clause was better. He won, and from that day to this, although constantly evaded, the skirting clause has not once been enforced. The growers generally now endorse my idea and I am glad your Association has taken it up. I have been asked the rate which I would recommend. I know nothing of the difference in cost of producing wool here over foreign. I believe the Tariff Board's report will be absolutely reliable on that and the whole of Schedule K, but I say it should be 24 cents per pound. This will increase wool growing, and I base my figure entirely on the intrinsic value of our wool. It is cheaper to the consumer at this advance in cost than any other wool, even without the protective feature. I regard any rate less than that as being of greater injury to the consumer than the grower.

As to the duty on third class it should be for revenue only. The carpet manufacturers ask for ad valorem of 25 per cent. If we did not need revenue, I should favor free carpet wool; as it is I think 25 per cent too high. It should not be over 15. This the consumer would not feel and would yield probably as much revenue as 25 with cheaper carpets, horse blankets and miners' felt boots, for which our wools are totally unsuited.

A user of these wools said to me that we do not want 15 per cent duty or any change in third class wool. He had not acted with the carpet men in asking for 25 per cent. I thought it rather singular until I learned why. He used no wool, but cow and common goat hair instead, obtaining a wool compensatory on his products. Of course he wanted no reduction. Whatever the rate is made, the compensatory should also be reduced so that the consumer obtained the benefit of it. In the interest of the consumer I wish you success in your efforts for protection to first and second

class wool, and, as I said before, do not weaken your position by getting away from the issue in which you are interested.

#### AMERICAN DELAINE-MERINO BREEDERS MEET.

The sixth annual meeting of the American and Delaine-Merino Record Association was called to order by the President, R. D. Williamson, at 9:30 a. m. in the east assembly room at the Great Southern Hotel, Columbus, Ohio, Friday, January 12, 1912, with a good attendance present.

After the reading of the minutes of the last annual meeting by the Secretary, a report of the office work for the year was given as follows:

Number of flocks admitted during the year, 42; number of sheep placed on record, 9,061; number of sheep sold with certificates issued, 2,108; total number of flocks on record, 602; total number of sheep on record at this time, 70,405. With six flocks withdrawn during the year.

Receipts for the year from all sources, \$1,921.47; expenditures, \$1,257.12; balance turned over to the Treasurer, \$664.35; amount in the treasury, \$1,270.95.

The following officers were elected for 1912:

President, R. D. Williamson, Xenia, Ohio. Vice-Presidents, George E. Helser, Lafayette, Ohio; W. E. Hunt, Clarence, New York; E. N. Bissell, East Shoreham, Vermont; C. E. Crothers, Taylorstown, Pennsylvania; F. M. Haverstock, Butler, Indiana; G. A. Henry, Bellefontaine, Ohio; A. J. Blakely, Grinnell, Iowa; James B. Beall, Wellsburg, West Virginia; E. M. Moore, Wixom, Michigan; G. W. Henry, Trenton, Missouri; C. M. Sears, Aurora, Nebraska; Nate Carpenter, Troy, Texas; J. E. Annis, Chattanooga, Tennessee; L. M. Bedell, Burnt Fort, Georgia; J. T. Barto, Richland Centre, Wisconsin; C. G. Hamblin, Altoona, Kansas; F. R. Gooding, Gooding, Idaho; Jacob Hoyem, Malvik, Trondhjem, Norway; Professor Linklater, Stillwater, Oklahoma. Pedigree Committee, W. M. Staley, Marysville, Ohio; A. H. Dean, West Mansfield, Ohio; George E. Helser, Lafayette, Ohio. Executive Board, J. F. Walker, Gambler, Ohio; Jacob Blamer, Johnstown, Ohio; J. M. Wilson, Fredrickstown, Ohio; W. N. Cook, New London, Ohio; A. T. Gamber, Wakeman, Ohio.

During the early part of the year volume fourth was completed, containing 470 pages, at a cost of \$517; and completed volume fifth, seven hundred copies, containing 367 pages, the cost of which was \$455, with a balance as shown by the Treasurer's report, \$1,270.95.

The afternoon session was devoted to an address by ex-Governor Gooding, President of the National Wool Growers Association. Governor Gooding came on from Washington to meet the sheep breeders of Ohio and his address was doubtless the

strongest and most lucid presentation of the great principles of protection ever made to the wool growers of Ohio. The Governor stands for a just protection of American flocks, American labor, and in the protection of American soil.

#### Report of Committee on Resolutions.

We congratulate the American and Delaine Merino Record Association and the wool growers of Ohio that President Taft successfully appointed a Tariff Commission that made a unanimous report on the cost of producing a pound of wool in the United States and in comparison with the countries of Australia, South America and other countries.

We congratulate Secretary Cleaver in getting ex-Governor Gooding to make an address before us and in presenting the tariff so forcibly to us. Therefore, be it

**RESOLVED**, That we in our annual meeting most heartily endorse the action of the Tariff Commission assuring a duty on all wools that come in our port of entry on the basis of the scoured pound.

**RESOLVED**, That we deem it wise and expedience to make a thorough canvass of the wool industry in Ohio and recommend to our association that a Committee be appointed in each and every county to canvass said counties and send to their representatives in Congress a petition urging them to give to this industry the adequate protection.

Committee—C. S. Chapman, Marysville, Ohio; Jacob Blamer, Johnstown, Ohio, and W. M. Staley, Marysville, Ohio.

**WHEREAS**, It has pleased the Great Shepherd to remove from our midst one of the most valued and respected members, an old time breeder and patriarch among the shepherds of Ohio, Uriah Cook, Peoria, Ohio, many years superintendent of the sheep at the Ohio State Fair, a man respected for his honor and many qualities, admired for his loyalty to the interest of sheep men everywhere and loved by all who knew him; he has accomplished his mission and the world is better because he has passed through it. We therefore record with deep regret our great loss and extend to his family the sincere sympathy of this association.

L. A. WEBSTER,  
Chicago, Ill.  
J. M. Wilson,  
Fredrickstown, O.  
W. G. FAWCETT,  
Chesterhill, O.  
Committee.

All members who have pictures of their homes, themselves or their sheep, who wish to have them appear in the sixth volume, please send them in at an early date. Although they can appear in the front of the book sent in as late as the 1st of May.

R. D. WILLIAMSON,  
President.  
S. M. CLEAVER,  
Secretary.

The wool buyers are now contracting wool, and they would not be doing this unless they had excellent reason to believe that it is cheaper now than it will be at shearing time.

Please read the analysis of the report of the Tariff Board published in this paper. It will save you wading through many hundred pages of the report.

We hope that every wool grower who receives this paper will read with the closest attention the elaborate article presented in its pages by Mr. Hagenbarth. This is the most definite resume of the tariff that has ever been presented in this country.

### SHAWANCO HILL FLOCK OF COTSWOLDS

I have for sale 100 yearling ewes and 100 ewe lambs. At Toronto last year my flock won seven first prizes, one second, and one medal; at London it won six firsts, one third and one medal.

JOHN RAWLINGS,  
Forest, Ontario.

Express and Telegraph Office.



LUDLOW FINISHED, INDIA

No. 4½ is the best twine for tying fleeces.

Insist on your dealer supplying you with this twine.

**GEO. B. CARPENTER & Co.**  
CHICAGO.

Chas. O. Herbert & Co.

## WOOL

Territory-Domestic

114 Chestnut St.  
Philadelphia

### AMERICAN HAMPSHIRE SHEEP ASS'N.

Organized in 1889. Membership fee \$5.00. Pedigrees now being recorded. Write the Secretary for information and printed matter. A postal card will bring it. Write to-day.

M. C. RING, President,  
Neillsville, Wis.

COMFORT TYLER, Secretary,  
310 E. Chicago St., Coldwater, Mich.

### AMERICAN RAMBOUILLET SHEEP BREEDERS ASS'N.

Volume VI ready for delivery. Pedigrees now being received for Volume VII. MEMBERSHIP FEE, \$10.00. For list of members, rules, blanks, or any other information concerning the breed, address the Secretary.

R. A. JACKSON, President,  
Dayton, Wash.

DWIGHT LINCOLN, Secretary,  
Milford Center, Ohio.

### AMERICAN SHROPSHIRE REGISTRY ASS'N.

The largest live stock association in the world. For rules, list of members, blanks, or any other information, address the Secretary.

J. C. DUNCAN, President,  
Lewiston, N. Y.

J. M. WADE, Secretary,  
Lafayette, Ind.

### NATIONAL LINCOLN ASSO- CIATION

Organized 1891 under laws of Michigan. Capital stock, \$5,000.00

Vols. I, II and III for sale by Secretary. Price 25c per copy to members. Information regarding Lincoln sheep and this association promptly furnished on application to Secretary.

R. O. SHIER, Pres., Marlette, Mich.  
BERT SMITH, Secty., Charlotte, Mich.

# BLACK LEAF 40

A Concentrated Solution of  
NICOTINE SULPHATE,  
Guaranteed to Contain Not Less  
Than 40 PER CENT NICO-  
TINE, By Weight.

Nicotine in the form of "sulphate" does not evaporate at ordinary temperatures, whereas "Free" Nicotine does evaporate. Therefore, "Black Leaf 40" is particularly desirable for sheep dipping purposes, wherein the lasting properties of the dip are so important.

"Black Leaf 40" has better "lasting" properties than has even our "Black Leaf" Extract. Is about fourteen times stronger, yet with only about one-twelfth the shipping weight. This means a big saving in handling—especially over rough roads. One case of ten 10½ pound tins may be carried in a buggy, gross weight only 150 pounds, yet producing 7,170 gallons of "Official" wash against sheep scab.

Owing to the large dilution, "Black Leaf 40" Does Not Stain nor Injure Wool.

"Black Leaf 40" is non-poisonous to sheep and goats at the Official Dilution.

"Black Leaf 40" is permitted for Official Dippings of Scabby Sheep—both under the United States Government and the State Regulations. No Sulphur is Required.

#### PRICE:

10½ lb. can, \$12.50—makes 717 gallons, containing "7-100 of 1 per cent Nicotine"

2½ lb. can, \$3.25—makes 170 gallons, containing "7-100 of 1 per cent Nicotine"

½ lb. can, \$0.85, makes 34 gallons, containing "7-100 of 1 per cent Nicotine"

These prices prevail at ALL Agencies in railroad towns throughout the United States.

If you cannot thus obtain "Black Leaf 40" send us P. O. Money Order and we will ship you by Express prepaid.

Manufactured by

**KENTUCKY TOBACCO  
PRODUCT CO.**

INCORPORATED

Louisville, Ky., U. S. A.



**Messrs. Hickman & Scruby**

Court Lodge, Edgerton, Kent, England

**EXPORTERS****of Pedigree Live Stock  
of all Descriptions**

We buy from the breeder in Europe and ship direct from his farm to our customers, who thus obtain what they want, very much cheaper than they can any other way.

We can quote prices on big runs of field rams and ewes of all breeds that will astonish you; also on draft horses.

No one should buy imported stock without first writing us for a quotation.

Illustrated Catalogues on Application. Highest References Given.

VICTOR O. JOHNSON

PAUL S. HADDOCK

**Johnson & Haddock****RAILWAY TRAFFIC LAW**

Practice in all State and Federal Courts, and before the Interstate Commerce Commission

Commerce Counsel for National Wool  
Growers Association

We give especial attention to claims against railroads arising out of loss, damage or delay in shipments of sheep or cattle. Claims handled anywhere in United States. When writing send us full details.

SHOSHONE, IDAHO.

**Say, Mr. Wool Grower*****Do You Know What Could be Done With  
Your Own Mill if You Tried?***

The Minnesota wool growers paid themselves 26 cents per pound for wool that they were offered 20 cents for from a big worsted mill, had the same made up into blankets and sold them direct to the consumers at a price that pleased the consumer.

On the other hand, when the consumers obtained a first quality blanket at a reasonable rate, they were willing that the grower should have a fair price for the wool that went into the blanket.

Every wool grower in the United States can obtain a fair price for his wool if he will take hold of the Wool Growers Co-operative Woolen Mill with money and patronage. If you cannot put in some money, patronize the mill which is owned and managed in the interests of yourselves.

The Eastern manufacturers are trying to demonstrate that wool can be produced on the abandoned farms of the East for 15 cents per pound. Then why not the wool growers demonstrate to the consumer that we can save him money on 30 cent wool?

Come, and let us stop our kicking and go to work. The people want WOOL to wear. It is up to us to see that they get it. The way to get it is to all take hold and work together.

**Give the Wool Growers Co-operative Woolen Mills of Albuquerque,  
New Mexico, a chance and it will amply repay you**